

2008 Annual Retail Trade Survey

Notice of Correction: The Annual Retail Trade Survey (ARTS) release from March 31, 2010 was revised on May 10, 2010 to correct the 2003 sales and gross margin estimates. The 2003 sales and gross margin estimates were changed for the following industry aggregates: (1) Retail and food services, total; (2) Total (excl. motor vehicle and parts dealers); (3) Retail, total; (4) Retail, total (excl. motor vehicle and parts dealers); and (5) NAICS 446, Health and personal care stores. As a result, these industry aggregates were updated in the following ARTS tables: (1) Sales, (2) Gross Margin, (3) Gross Margin as Percent of Sales, and (4) Per Capita Sales. The revisions corrected a calculation error in the NAICS 446 sales estimates for 2003. No other years or tables were impacted. For more information on this revision, please contact Aneta Erdie at 301-763-2747.

The 2008 Annual Retail Trade Report was released on March 31, 2010. A [Summary of Changes](#) provides comparability with previous surveys.

Summary of Changes

The following changes were made with the release of the 2008 ARTS estimates:

- ARTS estimates were revised to reflect benchmarking to preliminary results of the 2007 Economic Census. Previously, estimates were benchmarked to results of the 2002 Economic Census. For more information, refer to the Benchmarking section of the Annual Methodology link located at http://www.census.gov/retail/how_surveys_are_collected.html
- Detailed expense estimates for 2007, collected as part of the Business Expenses Supplement (BES) to the 2007 ARTS, and corresponding measures of sampling variability were revised to reflect benchmarking to preliminary results of the 2007 Economic Census.

Estimated Annual Sales of U.S. Retail and Food Services Firms by Kind of Business: 1992 Through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	1992	1993	1994	1995	1996	1997	1998
	Retail and food services sales, total (r)	2,019,131	2,158,299	2,335,650	2,456,129	2,609,561	2,732,043	2,859,332
	Total (excl. motor vehicle and parts dealers) (r)	1,599,778	1,684,351	1,793,415	1,875,287	1,980,874	2,077,030	2,169,653
	Retail sales, total (r)	1,815,716	1,942,248	2,110,021	2,222,504	2,366,665	2,474,003	2,587,105
	Retail sales, total (excl. motor vehicle and parts dealers) (r)	1,396,363	1,468,300	1,567,786	1,641,662	1,737,978	1,818,990	1,897,426
	GAFO¹	534,367	571,790	617,379	651,071	683,678	714,453	759,063
441	Motor vehicle and parts dealers	419,353	473,948	542,235	580,842	628,687	655,013	689,679
4411, 4412	Automobile and other motor vehicle dealers	377,230	428,933	492,780	528,722	572,902	596,250	629,449
4411	Automobile dealers	359,110	407,832	468,869	502,482	544,789	565,509	594,400
44111	New car dealers	333,801	379,522	435,661	464,642	502,340	518,972	542,559
44112	Used car dealers	25,309	28,310	33,208	37,840	42,449	46,537	51,841
4413	Auto parts, access., and tire stores	42,123	45,015	49,455	52,120	55,785	58,763	60,230
442, 443	Furniture, home furnishings, electronics and appliance stores	95,230	104,347	117,964	128,520	136,363	143,074	152,255
442	Furniture and home furnishings stores	52,467	55,587	60,551	63,601	67,848	72,863	77,569
4421	Furniture stores	31,608	33,356	35,562	37,034	39,231	41,945	44,182
4422	Home furnishings stores	20,859	22,231	24,989	26,567	28,617	30,918	33,387
44221	Floor covering stores	10,643	11,506	12,812	13,750	14,688	16,100	17,013
442299	All other home furnishings stores	9,327	9,810	11,213	11,786	12,875	13,816	15,315
443	Electronics and appliance stores	42,763	48,760	57,413	64,919	68,515	70,211	74,686
44311	Appl., TV, and other elect. stores	29,002	32,610	37,942	42,142	43,310	43,060	46,655
443111	Household appliance stores	8,443	9,143	9,051	9,986	10,221	10,380	11,105
443112	Radio, TV, and other elect. stores	20,559	23,467	28,891	32,156	33,089	32,680	35,550
44312	Computer and software stores	11,453	13,851	17,187	20,502	22,905	24,803	25,387
444	Building mat. and garden equip. and supplies dealers	131,244	141,220	157,497	164,831	176,972	191,345	202,724
4441	Building mat. and supplies dealers	110,495	120,613	135,297	141,218	150,656	162,277	172,426
44412	Paint and wallpaper stores	4,718	5,157	5,755	6,459	7,042	7,695	8,517
44413	Hardware stores	12,720	13,051	13,831	13,764	13,955	13,998	15,010
445	Food and beverage stores	371,451	375,440	385,265	391,312	402,020	410,288	417,433
4451	Grocery stores	337,925	341,855	351,056	356,932	366,075	373,072	378,675
44511	Supermarkets and other grocery (except convenience) stores	318,650	322,872	332,066	338,136	347,302	354,450	360,231
4453	Beer, wine, and liquor stores	21,825	21,675	22,240	22,145	23,300	24,222	25,533
446	Health and personal care stores (r)	89,782	92,671	96,442	101,719	109,646	118,769	129,699
44611	Pharmacies and drug stores	77,806	79,720	82,006	85,851	91,821	98,833	108,426
447	Gasoline stations	156,556	162,587	171,416	181,294	194,601	199,856	191,887
448	Clothing and clothing access. stores	120,346	125,001	129,341	131,593	136,851	140,565	149,433
4481	Clothing stores	85,459	88,222	90,260	90,809	93,820	97,831	104,237
44811	Mens' clothing stores	10,185	9,968	10,039	9,322	9,554	10,077	10,204
44812	Women's clothing stores	31,840	32,377	30,611	28,723	28,266	27,851	28,363
44814	Family clothing stores	33,159	35,311	38,118	40,014	42,275	45,259	50,169
44819	Other clothing stores	5,325	5,553	6,026	6,645	7,148	7,359	7,506
4482	Shoe stores	18,630	19,042	19,921	20,354	21,248	21,463	22,251
44831	Jewelry stores	15,184	16,571	17,996	19,152	20,317	19,778	21,430
451	Sporting goods, hobby, book, and music stores	49,296	52,368	57,538	60,922	64,055	65,573	68,939
45111	Sporting goods stores	15,702	16,913	18,951	19,986	20,931	21,286	22,408
45112	Hobby, toy, and game stores	11,339	11,740	12,945	13,808	14,595	15,110	15,929
451211	Book stores	8,338	9,119	10,119	11,208	11,918	12,755	13,294
452	General merchandise stores	247,968	266,088	285,278	300,589	315,398	331,454	351,186
4521	Department stores (excl. L.D.)	177,089	187,685	198,945	205,920	212,203	220,108	223,290
452111	Department stores (except discount dept. stores)	85,153	86,325	89,402	89,300	92,172	93,985	94,308
452112	Discount dept. stores	91,936	101,360	109,543	116,620	120,031	126,123	128,982
4521	Department stores (incl. L.D.) ²	181,255	192,125	203,808	210,919	217,001	225,062	228,934
452111	Department stores (except discount dept. stores)	87,384	88,720	92,015	92,258	95,065	97,013	97,523
452112	Discount dept. stores	93,871	103,405	111,793	118,661	121,936	128,049	131,411
4529	Other general merchandise stores	70,879	78,403	86,333	94,669	103,195	111,346	127,896
45291	Warehouse clubs and superstores	40,025	46,628	57,756	65,101	73,079	81,919	98,493
45299	All other general merchandise stores	30,854	31,775	28,577	29,568	30,116	29,427	29,403
453	Miscellaneous store retailers	55,833	62,601	70,585	77,177	84,109	91,669	99,757
4532	Office supplies, stationery, and gift stores	21,527	23,986	27,258	29,447	31,011	33,787	37,250
45321	Office supplies and stationery stores	9,215	11,157	13,265	14,856	15,625	17,366	19,558
45322	Gift, novelty, and souvenir stores	12,312	12,829	13,993	14,591	15,386	16,421	17,692
4533	Used merchandise stores	5,735	6,312	6,309	6,831	7,498	8,313	9,280
454	Nonstore retailers	78,657	85,977	96,460	103,705	117,963	126,397	134,113
4541	Electronic shopping and mail-order houses	35,252	40,725	47,093	52,741	61,174	70,136	80,366
45431	Fuel dealers	16,669	17,570	18,704	19,824	22,567	21,946	18,931
722	Food services and drinking places	203,415	216,051	225,629	233,625	242,896	258,040	272,227
7221	Full-service restaurants	86,493	91,476	97,117	99,430	104,514	114,591	120,035
7222	Limited-service eating places	87,433	94,736	98,446	103,143	106,192	109,298	115,794
7224	Drinking places	12,352	12,209	11,826	12,515	13,015	13,445	14,035

See footnote at end of table.

Estimated Annual Sales of U.S. Retail and Food Services Firms by Kind of Business: 1992 Through 2008 - Con.

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	1999	2000	2001	2002	2003	2004	2005
	Retail and food services sales, total (r)	3,093,569	3,294,217	3,385,577	3,466,136	3,618,859	3,854,598	4,095,471
	Total (excl. motor vehicle and parts dealers) (r)	2,328,020	2,496,649	2,568,636	2,645,867	2,775,977	2,986,809	3,205,487
	Retail sales, total (r).....	2,808,556	2,988,756	3,067,725	3,134,322	3,267,832	3,479,794	3,697,630
	Retail sales, total (excl. motor vehicle and parts dealers) (r).....	2,043,007	2,191,188	2,250,784	2,314,053	2,424,950	2,612,005	2,807,646
	GAFO¹	816,827	863,903	883,866	913,925	947,355	1,005,434	1,061,518
441	Motor vehicle and parts dealers	765,549	797,568	816,941	820,269	842,882	867,789	889,984
4411, 4412	Automobile and other motor vehicle dealers	702,650	733,875	755,592	757,354	778,359	800,693	819,551
4411	Automobile dealers	662,768	688,733	708,623	707,675	723,106	738,943	754,200
44111	New car dealers	606,167	630,123	649,413	645,759	659,088	670,374	681,769
44112	Used car dealers	56,601	58,610	59,210	61,916	64,018	68,569	72,431
4413	Auto parts, access., and tire stores	62,899	63,693	61,349	62,915	64,523	67,096	70,433
442, 443	Furniture, home furnishings, electronics and appliance stores	163,589	173,691	172,039	178,507	183,669	198,484	210,736
442	Furniture and home furnishings stores	84,451	91,328	91,644	94,610	96,853	103,918	109,235
4421	Furniture stores	47,094	50,689	50,646	51,342	51,777	55,882	58,764
4422	Home furnishings stores	37,357	40,639	40,998	43,268	45,076	48,036	50,471
44221	Floor covering stores	18,460	19,570	19,258	19,076	19,560	20,998	22,216
442299	All other home furnishings stores	17,788	19,944	20,576	22,932	24,246	25,607	26,574
443	Electronics and appliance stores	79,138	82,363	80,395	83,897	86,816	94,566	101,501
44311	Appl., TV, and other elect. stores	52,228	58,260	60,245	63,343	66,413	72,848	78,424
443111	Household appliance stores	12,088	12,636	13,485	14,211	14,510	15,697	16,924
443112	Radio, TV, and other elect. stores	40,140	45,624	46,760	49,132	51,903	57,151	61,500
44312	Computer and software stores	23,898	20,713	16,930	17,311	17,029	18,131	19,375
444	Building mat. and garden equip. and supplies dealers	218,611	229,320	239,707	248,888	263,833	296,249	321,770
4441	Building mat. and supplies dealers	188,156	197,890	207,263	217,445	231,286	262,161	287,589
44412	Paint and wallpaper stores	8,717	8,866	8,592	8,099	8,468	8,953	9,909
44413	Hardware stores	15,631	16,224	16,584	17,009	17,712	18,334	18,903
445	Food and beverage stores	434,599	445,666	463,330	465,794	475,174	491,007	509,026
4451	Grocery stores	394,724	402,988	418,596	420,288	428,294	441,269	457,614
44511	Supermarkets and other grocery (except convenience) stores	375,692	381,720	396,803	397,526	406,347	418,695	435,224
4453	Beer, wine, and liquor stores	26,635	28,668	29,783	30,061	30,628	32,336	33,751
446	Health and personal care stores (r).....	142,829	155,372	166,678	180,143	192,630	199,802	210,646
44611	Pharmacies and drug stores	121,293	130,867	141,781	153,946	165,591	169,387	179,384
447	Gasoline stations	212,682	249,975	251,537	250,770	275,287	324,530	379,641
448	Clothing and clothing access. stores	160,043	167,968	167,583	172,617	178,819	190,152	201,668
4481	Clothing stores	111,792	118,210	119,323	122,954	128,267	136,968	145,981
44811	Mens' clothing stores	9,675	9,515	8,632	8,119	8,258	8,577	8,750
44812	Women's clothing stores	29,581	31,480	31,487	31,280	32,599	34,888	37,056
44814	Family clothing stores	55,333	58,928	60,165	64,305	67,322	72,068	77,618
44819	Other clothing stores	8,284	8,852	8,926	8,806	9,260	10,016	10,174
4482	Shoe stores	22,704	22,888	22,897	23,215	23,199	23,701	25,303
44831	Jewelry stores	23,857	24,988	23,728	24,816	25,671	27,809	28,609
451	Sporting goods, hobby, book, and music stores	72,764	76,112	77,138	76,988	77,070	79,559	81,123
45111	Sporting goods stores	23,826	25,436	26,286	26,347	27,124	28,763	30,791
45112	Hobby, toy, and game stores	16,750	17,042	16,914	17,009	16,680	16,409	16,348
451211	Book stores	14,185	14,892	15,110	15,450	16,243	16,892	17,013
452	General merchandise stores	380,291	404,344	427,586	446,648	468,990	497,684	527,887
4521	Department stores (excl. L.D.)	230,304	232,475	228,377	220,743	214,522	215,812	214,516
452111	Department stores (except discount dept. stores)	96,652	96,282	90,782	86,857	85,235	84,640	84,088
452112	Discount dept. stores	133,652	136,193	137,595	133,886	129,287	131,172	130,428
4521	Department stores (incl. L.D.) ²	236,847	239,921	235,579	227,773	221,127	222,129	220,794
452111	Department stores (except discount dept. stores)	100,302	100,284	93,871	90,228	88,550	87,803	87,332
452112	Discount dept. stores	136,545	139,637	141,708	137,545	132,577	134,326	133,462
4529	Other general merchandise stores	149,987	171,869	199,209	225,905	254,468	281,872	313,371
45291	Warehouse clubs and superstores	118,809	139,614	164,716	191,252	216,309	242,383	272,009
45299	All other general merchandise stores	31,178	32,255	34,493	34,653	38,159	39,489	41,362
453	Miscellaneous store retailers	105,577	108,052	104,381	104,163	103,291	105,744	109,084
4532	Office supplies, stationery, and gift stores	40,140	41,788	39,520	39,165	38,807	39,555	40,104
45321	Office supplies and stationery stores	21,637	22,787	20,924	21,003	21,008	21,820	22,389
45322	Gift, novelty, and souvenir stores	18,503	19,001	18,596	18,162	17,799	17,735	17,715
4533	Used merchandise stores	9,629	10,070	9,744	9,720	9,411	9,449	9,476
454	Nonstore retailers	152,022	180,688	180,805	189,535	206,187	228,794	256,065
4541	Electronic shopping and mail-order houses	94,361	113,877	114,844	122,313	133,950	153,223	175,577
45431	Fuel dealers	19,918	26,699	26,100	23,988	28,409	30,528	34,550
722	Food services and drinking places	285,013	305,461	317,852	331,814	351,027	374,804	397,841
7221	Full-service restaurants	125,706	134,204	140,682	148,211	156,013	165,779	174,720
7222	Limited-service eating places	119,991	127,879	132,924	138,302	147,101	158,722	169,181
7224	Drinking places	14,610	15,415	15,769	16,417	17,363	17,703	18,163

See footnote at end of table.

Estimated Annual Sales of U.S. Retail and Food Services Firms by Kind of Business: 1992 Through 2008 - Con.

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	2006	2007	2008
	Retail and food services sales, total (r)	4,305,813	4,451,521	4,417,318
	Total (excl. motor vehicle and parts dealers) (r)	3,404,551	3,540,356	3,628,661
	Retail sales, total (r)	3,881,572	4,005,248	3,959,157
	Retail sales, total (excl. motor vehicle and parts dealers) (r)	2,980,310	3,094,083	3,170,500
	GAFO¹	1,114,024	1,148,762	1,147,269
441	Motor vehicle and parts dealers	901,262	911,165	788,657
4411, 4412	Automobile and other motor vehicle dealers	828,563	835,959	711,599
4411	Automobile dealers	761,518	767,854	651,686
44111	New car dealers	685,007	687,306	576,890
44112	Used car dealers	76,511	80,548	74,796
4413	Auto parts, access., and tire stores	72,699	75,206	77,058
442, 443	Furniture, home furnishings, electronics and appliance stores	220,773	221,858	210,145
442	Furniture and home furnishings stores	112,819	111,152	101,059
4421	Furniture stores	60,069	59,361	54,125
4422	Home furnishings stores	52,750	51,791	46,934
44221	Floor covering stores	23,206	21,984	19,183
442299	All other home furnishings stores	27,739	28,075	26,137
443	Electronics and appliance stores	107,954	110,706	109,086
44311	Appl., TV, and other elect. stores	84,411	86,224	84,726
443111	Household appliance stores	17,678	17,757	17,056
443112	Radio, TV, and other elect. stores	66,733	68,467	67,670
44312	Computer and software stores	19,722	20,504	20,576
444	Building mat. and garden equip. and supplies dealers	334,926	322,005	306,667
4441	Building mat. and supplies dealers	300,212	284,693	265,920
44412	Paint and wallpaper stores	10,386	10,186	9,444
44413	Hardware stores	19,996	20,555	20,275
445	Food and beverage stores	526,333	548,934	573,619
4451	Grocery stores	472,094	491,841	513,847
44511	Supermarkets and other grocery (except convenience) stores	448,828	468,559	489,217
4453	Beer, wine, and liquor stores	36,256	38,209	40,085
446	Health and personal care stores (r)	223,968	237,798	247,308
44611	Pharmacies and drug stores	191,352	202,527	210,985
447	Gasoline stations	422,885	451,364	499,366
448	Clothing and clothing access. stores	213,615	221,622	216,584
4481	Clothing stores	154,659	161,714	157,975
44811	Mens' clothing stores	8,858	8,788	8,630
44812	Women's clothing stores	38,791	40,538	38,574
44814	Family clothing stores	81,820	84,429	82,373
44819	Other clothing stores	11,158	12,054	12,080
4482	Shoe stores	26,731	26,867	27,064
44831	Jewelry stores	30,294	31,033	29,504
451	Sporting goods, hobby, book, and music stores	83,518	84,994	84,067
45111	Sporting goods stores	33,997	35,933	37,152
45112	Hobby, toy, and game stores	16,134	16,452	15,961
451211	Book stores	17,020	17,208	16,907
452	General merchandise stores	554,637	578,920	596,935
4521	Department stores (excl. L.D.)	213,202	209,368	199,586
452111	Department stores (except discount dept. stores)	80,485	76,887	71,089
452112	Discount dept. stores	132,717	132,481	128,497
4521	Department stores (incl. L.D.) ²	219,330	215,331	205,081
452111	Department stores (except discount dept. stores)	83,553	79,867	73,792
452112	Discount dept. stores	135,777	135,464	131,289
4529	Other general merchandise stores	341,435	369,552	397,349
45291	Warehouse clubs and superstores	298,088	324,993	351,537
45299	All other general merchandise stores	43,347	44,559	45,812
453	Miscellaneous store retailers	115,469	118,147	115,871
4532	Office supplies, stationery, and gift stores	41,481	41,368	39,538
45321	Office supplies and stationery stores	22,891	23,260	22,269
45322	Gift, novelty, and souvenir stores	18,590	18,108	17,269
4533	Used merchandise stores	10,549	11,132	11,469
454	Nonstore retailers	284,186	308,441	319,938
4541	Electronic shopping and mail-order houses	201,375	222,464	227,084
45431	Fuel dealers	35,636	37,586	44,420
722	Food services and drinking places	424,241	446,273	458,161
7221	Full-service restaurants	186,642	196,211	197,618
7222	Limited-service eating places	178,733	186,750	195,307
7224	Drinking places	19,486	20,109	20,466

(r) Estimate for 2003 has been revised to correct a calculation error in the NAICS 446 sales estimates

¹GAFO represents stores classified in the following NAICS codes: 442 443 448 451 452 and 4532 NAICS code 4532 includes office supplies, stationery, and gift stores

²Includes data for leased departments operated within department stores. Data for this line not included in any aggregate kind-of-business totals.

Note: Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

Estimated End-of-Year Inventories of U.S. Retail Firms by Kind of Business: 1992 Through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	1992	1993	1994	1995	1996	1997	1998
	Retail inventories, total	256,810	274,748	300,517	318,021	328,912	339,565	351,996
	Total (excl. motor vehicle and parts dealers)	185,195	196,932	211,758	221,462	228,456	234,858	245,964
441	Motor vehicle and parts dealers	71,615	77,816	88,759	96,559	100,456	104,707	106,032
442	Furniture and home furnishings stores	9,288	10,043	10,867	11,064	11,586	11,970	12,607
443	Electronics and appliance stores	6,985	8,131	9,534	10,644	10,469	9,899	9,803
444	Building mat. and garden equip. and supplies dealers	20,467	21,964	24,158	25,619	26,727	28,136	30,037
445	Food and beverage stores	28,088	28,179	28,830	29,425	30,398	30,617	31,575
446	Health and personal care stores	15,200	15,871	16,745	17,267	18,109	19,621	20,860
447	Gasoline stations	5,056	4,963	5,187	5,323	5,648	5,719	6,000
448	Clothing and clothing access. stores	25,297	25,938	27,234	27,002	27,445	28,674	29,825
451	Sporting goods, hobby, book, and music stores	12,182	13,425	15,402	16,477	16,194	16,396	17,258
452	General merchandise stores	45,765	49,479	52,529	55,343	56,302	56,416	57,192
4521	Department stores	35,151	37,545	38,849	40,326	40,903	41,074	40,224
453	Miscellaneous store retailers	9,811	11,357	12,581	14,042	14,899	15,926	17,709
454	Nonstore retailers	7,056	7,582	8,691	9,256	10,679	11,484	13,098

See footnotes at end of table.

Estimated End-of-Year Inventories of U.S. Retail Firms by Kind of Business: 1992 Through 2008 -Con.

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	1999	2000	2001	2002	2003	2004	2005
	Retail inventories, total	379,581	401,209	388,668	410,169	426,490	455,639	466,476
	Total (excl. motor vehicle and parts dealers)	260,438	269,557	266,910	272,295	277,915	298,043	310,450
441	Motor vehicle and parts dealers	119,143	131,652	121,758	137,874	148,575	157,596	156,026
442	Furniture and home furnishings stores	13,520	14,541	14,145	14,635	15,216	16,636	16,952
443	Electronics and appliance stores	10,325	10,832	10,133	11,010	11,741	13,248	13,515
444	Building mat. and garden equip. and supplies dealers	32,047	33,256	33,241	35,055	36,306	40,347	43,426
445	Food and beverage stores	33,437	32,921	34,033	33,788	33,380	34,286	34,556
446	Health and personal care stores	22,278	22,678	23,891	23,592	24,675	26,395	27,737
447	Gasoline stations	6,778	6,788	6,553	6,646	6,560	7,214	7,751
448	Clothing and clothing access. stores	31,179	34,008	32,969	34,576	35,567	38,315	40,082
451	Sporting goods, hobby, book, and music stores	18,515	19,928	19,595	19,282	19,441	20,388	20,389
452	General merchandise stores	59,763	60,409	60,408	61,797	62,774	67,185	70,368
4521	Department stores	40,566	39,459	37,396	35,825	34,105	34,624	35,422
453	Miscellaneous store retailers	18,363	18,675	17,280	17,072	16,572	17,065	16,835
454	Nonstore retailers	14,233	15,521	14,662	14,842	15,683	16,964	18,839

See footnotes at end of table.

Estimated End-of-Year Inventories of U.S. Retail Firms by Kind of Business: 1992 Through 2008 -Con.

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	2006	2007	2008
	Retail inventories, total	480,957	493,208	474,040
	Total (excl. motor vehicle and parts dealers)	324,033	332,622	324,582
441	Motor vehicle and parts dealers	156,924	160,586	149,458
442	Furniture and home furnishings stores	17,371	17,300	15,485
443	Electronics and appliance stores	13,689	14,549	13,235
444	Building mat. and garden equip. and supplies dealers	44,980	45,424	44,539
445	Food and beverage stores	35,459	37,256	38,144
446	Health and personal care stores	29,264	30,367	31,344
447	Gasoline stations	7,987	8,682	7,877
448	Clothing and clothing access. stores	44,303	44,692	43,785
451	Sporting goods, hobby, book, and music stores	20,903	21,788	20,271
452	General merchandise stores	71,658	72,091	69,969
4521	Department stores	34,529	34,245	31,238
453	Miscellaneous store retailers	17,825	18,255	17,770
454	Nonstore retailers	20,594	22,218	22,163

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

Estimated Annual Purchases of U.S. Retail Firms by Kind of Business: 1992 Through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	1992	1993	1994	1995	1996	1997	1998
	Retail purchases, total	1,321,248	1,417,725	1,543,636	1,617,741	1,721,937	1,801,325	1,881,323
	Total (excl. motor vehicle and parts dealers)	983,791	1,034,943	1,104,767	1,151,001	1,215,675	1,270,208	1,318,337
	GAFO ¹	358,920	386,713	420,356	444,092	464,032	482,529	510,098
441	Motor vehicle and parts dealers	337,457	382,782	438,869	466,740	506,262	531,117	562,986
4411	Automobile dealers	297,188	338,174	389,223	413,796	449,349	470,345	497,625
4413	Automotive parts, access., and tire stores	26,322	28,447	31,240	33,181	35,548	37,368	38,178
442	Furniture and home furnishings stores	30,629	32,872	35,406	37,143	39,672	42,299	44,659
443	Electronics and appliance stores	30,761	35,853	42,538	48,991	51,462	52,131	55,578
444	Building mat. and garden equip. and supplies dealers	94,899	102,798	114,608	120,175	128,882	141,306	147,919
4441	Building mat. and supplies dealers	80,102	88,130	98,861	103,248	109,866	119,611	125,868
445	Food and beverage stores	279,212	281,895	289,000	290,339	298,228	303,648	306,847
4451	Grocery stores	255,595	258,502	265,630	267,156	273,955	278,255	280,707
4453	Beer, wine, and liquor stores	16,558	16,272	16,354	16,076	16,940	17,875	18,633
446	Health and personal care stores	63,228	64,902	67,807	71,849	76,981	82,838	90,385
44611	Pharmacies and drug stores	57,974	59,069	61,231	64,660	68,886	73,737	80,588
447	Gasoline stations	125,357	128,699	134,851	140,133	151,168	155,665	149,710
448	Clothing and clothing access. stores	71,698	74,360	76,832	78,287	81,084	83,534	87,253
4481	Clothing stores	52,346	54,089	54,957	55,343	56,541	59,142	61,207
44811	Men's clothing stores	5,922	5,699	5,572	5,213	5,333	5,689	5,759
44812	Women's clothing stores	20,203	20,373	18,963	17,665	17,170	16,965	16,909
44814	Family clothing stores	20,420	21,952	23,861	25,174	26,270	28,212	30,060
4482	Shoe stores	10,866	10,876	11,369	11,594	12,281	12,685	13,063
451	Sporting goods, hobby, book, and music stores	31,054	33,658	36,935	39,247	40,928	41,069	44,081
452	General merchandise stores	181,988	195,516	212,511	223,054	232,700	243,438	256,471
4521	Department stores	126,955	134,713	145,528	150,387	154,830	159,714	153,741
452111	Department stores (except discount dept. stores)	54,000	55,001	57,559	57,495	58,927	60,110	59,781
452112	Discount dept. stores	72,955	79,712	87,969	92,892	95,903	99,604	93,960
4529	Other general merchandise stores	55,033	60,803	66,983	72,667	77,870	83,724	102,730
45291	Warehouse clubs and superstores	34,313	39,738	48,431	53,501	58,649	65,255	83,351
45299	All other gen. merchandise stores	20,720	21,065	18,552	19,166	19,221	18,469	19,379
453	Miscellaneous store retailers	31,525	36,274	40,996	44,814	48,645	53,094	58,669
454	Nonstore retailers	43,440	48,116	53,283	56,969	65,925	71,186	76,765
4541	Electronic shopping and mail-order houses	19,307	22,946	26,870	30,108	35,215	41,223	48,319

See footnotes at end of table.

Estimated Annual Purchases of U.S. Retail Firms by Kind of Business: 1992 Through 2008 -Con.

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	1999	2000	2001	2002	2003	2004	2005
	Retail purchases, total	2,052,498	2,187,438	2,242,853	2,287,455	2,361,655	2,516,348	2,677,237
	Total (excl. motor vehicle and parts dealers)	1,421,876	1,521,983	1,557,992	1,600,493	1,660,022	1,796,350	1,941,313
	GAFO ¹	548,236	579,078	593,539	617,060	627,211	665,196	701,561
441	Motor vehicle and parts dealers	630,622	665,455	684,861	686,962	701,633	719,998	735,924
4411	Automobile dealers	560,446	589,880	610,523	608,265	618,835	632,729	643,858
4413	Automotive parts, access., and tire stores	39,156	40,308	37,388	38,145	38,392	38,740	40,883
442	Furniture and home furnishings stores	48,007	51,288	50,356	51,613	52,398	55,450	58,490
443	Electronics and appliance stores	58,973	60,526	59,023	62,099	63,559	69,630	74,188
444	Building mat. and garden equip. and supplies dealers	159,269	161,954	166,859	174,439	181,711	203,160	219,218
4441	Building mat. and supplies dealers	137,338	139,437	143,488	151,778	158,292	178,665	194,061
445	Food and beverage stores	317,044	324,226	331,895	331,439	336,637	347,892	362,026
4451	Grocery stores	290,069	294,964	301,325	300,478	304,870	314,198	327,180
4453	Beer, wine, and liquor stores	19,537	21,253	22,089	22,174	22,425	23,597	24,577
446	Health and personal care stores	101,477	109,146	118,238	126,028	134,955	139,280	147,347
44611	Pharmacies and drug stores	91,492	97,819	106,688	114,016	123,362	127,020	134,700
447	Gasoline stations	168,205	202,110	204,059	206,482	225,167	268,695	317,627
448	Clothing and clothing access. stores	92,436	98,234	96,153	98,590	98,667	104,739	110,483
4481	Clothing stores	65,108	69,513	69,331	71,237	71,387	76,135	80,511
44811	Men's clothing stores	5,269	5,246	4,574	4,245	4,006	4,058	4,159
44812	Women's clothing stores	17,465	18,084	17,574	17,298	16,875	17,991	19,078
44814	Family clothing stores	32,992	36,038	36,859	39,379	40,513	43,435	46,023
4482	Shoe stores	13,103	13,294	13,028	12,894	12,230	12,260	12,856
451	Sporting goods, hobby, book, and music stores	46,190	48,163	47,148	47,391	47,310	48,515	49,394
452	General merchandise stores	278,650	296,051	317,739	334,913	343,124	363,634	384,744
4521	Department stores	158,012	158,037	156,082	152,976	146,472	143,711	143,935
452111	Department stores (except discount dept. stores)	60,580	60,072	55,845	54,528	53,832	51,988	50,347
452112	Discount dept. stores	97,432	97,965	100,237	98,448	92,640	91,723	93,588
4529	Other general merchandise stores	120,638	138,014	161,657	181,937	196,652	219,923	240,809
45291	Warehouse clubs and superstores	100,491	117,255	139,454	159,238	172,411	194,769	214,251
45299	All other gen. merchandise stores	20,147	20,759	22,203	22,699	24,241	25,154	26,558
453	Miscellaneous store retailers	62,361	62,625	59,941	58,606	57,082	59,370	62,333
454	Nonstore retailers	89,264	107,660	106,581	108,893	119,412	135,985	155,463
4541	Electronic shopping and mail-order houses	58,506	70,538	70,492	73,858	80,702	93,484	108,238

See footnotes at end of table.

Estimated Annual Purchases of U.S. Retail Firms by Kind of Business: 1992 Through 2008 -Con.

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	2006	2007	2008
	Retail purchases, total	2,815,587	2,903,509	2,861,097
	Total (excl. motor vehicle and parts dealers)	2,074,057	2,155,832	2,223,611
	GAFO ¹	741,346	762,983	767,612
441	Motor vehicle and parts dealers	741,530	747,677	637,486
4411	Automobile dealers	647,332	651,522	546,515
4413	Automotive parts, access., and tire stores	41,895	43,978	45,592
442	Furniture and home furnishings stores	60,605	59,835	53,481
443	Electronics and appliance stores	79,173	80,750	80,759
444	Building mat. and garden equip. and supplies dealers	226,722	216,861	208,189
4441	Building mat. and supplies dealers	201,385	189,347	177,408
445	Food and beverage stores	373,990	391,198	408,375
4451	Grocery stores	336,910	352,024	367,611
4453	Beer, wine, and liquor stores	26,587	28,107	29,361
446	Health and personal care stores	158,936	168,211	173,127
44611	Pharmacies and drug stores	145,473	153,953	158,089
447	Gasoline stations	359,742	386,934	425,436
448	Clothing and clothing access. stores	118,369	122,543	120,833
4481	Clothing stores	85,821	89,613	88,804
44811	Men's clothing stores	4,256	4,204	4,085
44812	Women's clothing stores	19,913	20,994	20,349
44814	Family clothing stores	48,807	50,408	50,027
4482	Shoe stores	14,249	14,284	13,989
451	Sporting goods, hobby, book, and music stores	51,131	51,814	50,750
452	General merchandise stores	408,258	423,967	439,116
4521	Department stores	142,875	140,609	133,605
452111	Department stores (except discount dept. stores)	49,370	47,366	44,030
452112	Discount dept. stores	93,505	93,243	89,575
4529	Other general merchandise stores	265,383	283,358	305,511
45291	Warehouse clubs and superstores	237,946	255,092	276,449
45299	All other gen. merchandise stores	27,437	28,266	29,062
453	Miscellaneous store retailers	64,299	64,740	64,021
454	Nonstore retailers	172,832	188,979	199,524
4541	Electronic shopping and mail-order houses	123,732	137,637	142,489

¹GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes.

Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

Estimated Annual Operating Expenses of U.S. Retail, Accommodation, and Food Services Firms¹ by Kind of Business: 2006 Through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	2006	2007	2008
	Retail expenses, total²	844,151	869,171	871,602
	Total (excl. motor vehicle and parts dealers)	713,238	732,177	743,617
	GAFO ³	318,726	316,121	316,353
441	Motor vehicle and parts dealers	130,913	136,994	127,985
4411	Automobile dealers	93,993	98,283	89,212
4413	Automotive parts, access., and tire stores	24,346	25,570	26,428
442	Furniture and home furnishings stores	42,820	43,112	40,188
443	Electronics and appliance stores	28,105	28,456	28,103
444	Building mat. and garden equip. and supplies dealers	83,179	86,579	84,862
4441	Building mat. and supplies dealers	74,512	77,822	76,286
445	Food and beverage stores	124,253	129,012	134,984
4451	Grocery stores	112,106	116,173	121,271
4453	Beer, wine, and liquor stores	6,797	7,186	7,755
446	Health and personal care stores	56,290	60,390	63,715
44611	Pharmacies and drug stores	41,471	44,629	47,181
447	Gasoline stations	41,357	43,603	45,225
448	Clothing and clothing access. stores	77,474	82,474	82,290
4481	Clothing stores	56,767	60,528	60,183
44811	Men's clothing stores	3,960	4,113	4,077
44812	Women's clothing stores	16,288	17,774	16,703
44814	Family clothing stores	26,228	27,267	27,268
4482	Shoe stores	9,353	10,254	10,527
451	Sporting goods, hobby, book, and music stores	27,270	28,588	28,359
452	General merchandise stores	128,928	119,323	123,675
4521	Department stores	57,331	52,666	51,557
452111	Discount dept. stores	25,819	25,135	23,926
452112	Discount dept. stores	31,512	27,531	27,631
4529	Other general merchandise stores	71,597	66,657	72,118
45291	Warehouse clubs and superstores	59,421	54,469	59,897
45299	All other gen. merchandise stores	12,176	12,188	12,221
453	Miscellaneous store retailers	36,320	37,082	37,691
454	Nonstore retailers	67,242	73,558	74,525
4541	Electronic shopping and mail-order houses	47,108	52,578	53,882
72	Accommodation and food services, total	404,815	422,443	429,866
721	Accommodation	133,065	141,892	141,051
722	Food services and drinking places	271,750	280,551	288,815

¹Estimates include data only for businesses with paid employees.

²Excludes accommodation and food services.

³GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

Note: Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations
and Food Service Firms¹ by Kind of Business: 2007**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Operating expenses, total	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers	
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
44-45	Retail Trade, total ³	869,171	381,124	43.8	73,082	8.4	4,719	0.5	3,508	0.4	5,689	0.7
441	Motor vehicle and parts dealers	136,994	67,428	49.2	10,917	8.0	606	0.4	869	0.6	215	0.2
4411	Automobile dealers	98,283	49,959	50.8	7,640	7.8	434	0.4	602	0.6	125	0.1
4413	Automotive parts, accessories, and tire stores	25,570	11,499	45.0	2,251	8.8	103	0.4	190	0.7	49	0.2
442	Furniture and home furnishings stores	43,112	16,095	37.3	2,710	6.3	454	1.1	124	0.3	193	0.4
443	Electronics and appliance stores	28,456	11,704	41.1	1,827	6.4	154	0.5	114	0.4	68	0.2
444	Building mat. and garden equip. and supplies dealers	86,579	39,464	45.6	8,021	9.3	350	0.4	343	0.4	249	0.3
4441	Building material and supplies dealers	77,822	35,658	45.8	7,290	9.4	292	0.4	268	0.3	222	0.3
445	Food and beverage stores	129,012	58,336	45.2	15,529	12.0	492	0.4	442	0.3	1,904	1.5
4451	Grocery stores	116,173	53,293	45.9	14,499	12.5	433	0.4	360	0.3	1,638	1.4
4453	Beer, wine, and liquor stores	7,186	2,682	37.3	586	8.2	\$	\$	54	0.8	51	0.7
446	Health and personal care stores	60,390	28,640	47.4	5,380	8.9	369	0.6	186	0.3	476	0.8
44611	Pharmacies and drug stores	44,629	22,637	50.7	4,328	9.7	192	0.4	109	0.2	344	0.8
447	Gasoline stations	43,603	16,366	37.5	3,044	7.0	\$	\$	208	0.5	139	0.3
448	Clothing and clothing accessories stores	82,474	30,203	36.6	5,130	6.2	492	0.6	374	0.5	643	0.8
4481	Clothing stores	60,528	21,978	36.3	3,710	6.1	429	0.7	314	0.5	487	0.8
44811	Men's clothing stores	4,113	1,582	38.5	\$	\$	\$	\$	7	0.2	59	1.4
44812	Women's clothing stores	17,774	6,399	36.0	1,044	5.9	67	0.4	142	0.8	166	0.9
44814	Family clothing stores	27,267	9,874	36.2	1,732	6.4	203	0.7	103	0.4	164	0.6
4482	Shoe stores	10,254	3,760	36.7	609	5.9	25	0.2	27	0.3	55	0.5
451	Sporting goods, hobby, book, and music stores	28,588	11,032	38.6	1,798	6.3	223	0.8	86	0.3	139	0.5
452	General merchandise stores	119,323	61,810	51.8	11,592	9.7	86	0.1	344	0.3	624	0.5
4521	Department stores (excl. leased depts.)	52,666	26,086	49.5	4,614	8.8	39	0.1	107	0.2	286	0.5
452111	Department stores (except discount department stores)	25,135	11,662	46.4	1,668	6.6	11	Z	D	D	139	0.6
452112	Discount department stores	27,531	14,423	52.4	2,946	10.7	29	0.1	D	D	148	0.5
4529	Other general merchandise stores	66,657	35,724	53.6	6,978	10.5	46	0.1	237	0.4	337	0.5
45291	Warehouse clubs and superstores	54,469	30,861	56.7	6,144	11.3	17	Z	220	0.4	D	D
45299	All other general merchandise stores	12,188	4,863	39.9	\$	\$	29	0.2	\$	\$	D	D
453	Miscellaneous store retailers	37,082	15,096	40.7	2,414	6.5	285	0.8	153	0.4	215	0.6
454	Nonstore retailers	73,558	24,950	33.9	4,720	6.4	1,010	1.4	264	0.4	824	1.1
4541	Electronic shopping and mail-order houses	52,578	16,691	31.7	2,964	5.6	654	1.2	167	0.3	659	1.3

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations
and Food Service Firms¹ by Kind of Business: 2007**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Operating expenses, total	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers	
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
72	Accommodation and food services, total	422,443	175,768	41.6	29,186	6.9	2,633	0.6	1,343	0.3	3,540	0.8
721	Accommodation services	141,892	50,198	35.4	S	S	1,219	0.9	365	0.3	S	S
722	Food services and drinking places	280,551	125,570	44.8	18,572	6.6	1,414	0.5	978	0.3	3,434	1.2

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

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Z Estimate is less than 0.05

ZZ Estimate is less than \$500,000

Source of expenses data: 2007 Business Expenses Supplement to the Annual Retail, Accommodations, and Food Services Surveys.

Notes:

The link to associated estimates of measures of sampling variability can be found in the menu at <http://www.census.gov/svsd/www/artstbl.html>.

Preliminary data on associated 2007 employer sales are available from the Economic Census at <http://www.census.gov/econ/census07/>.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food
Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purchased communication services	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
44-45	Retail Trade, total ³	16,666	1.9	2,040	0.2	3,852	0.4	6,732	0.8	7,206	0.8
441	Motor vehicle and parts dealers	3,089	2.3	478	0.3	1,562	1.1	1,347	1.0	1,204	0.9
4411	Automobile dealers	1,968	2.0	399	0.4	1,397	1.4	1,085	1.1	719	0.7
4413	Automotive parts, accessories, and tire stores	832	3.3	43	0.2	111	0.4	80	0.3	348	1.4
442	Furniture and home furnishings stores	598	1.4	77	0.2	80	0.2	447	1.0	398	0.9
443	Electronics and appliance stores	501	1.8	159	0.6	\$	\$	\$	\$	395	1.4
444	Building mat. and garden equip. and supplies dealers	2,087	2.4	125	0.1	375	0.4	\$	\$	781	0.9
4441	Building material and supplies dealers	1,780	2.3	109	0.1	355	0.5	\$	\$	690	0.9
445	Food and beverage stores	2,546	2.0	201	0.2	192	0.1	324	0.3	547	0.4
4451	Grocery stores	2,350	2.0	184	0.2	153	0.1	150	0.1	429	0.4
4453	Beer, wine, and liquor stores	89	1.2	12	0.2	28	0.4	157	2.2	62	0.9
446	Health and personal care stores	772	1.3	93	0.2	158	0.3	213	0.4	465	0.8
44611	Pharmacies and drug stores	537	1.2	53	0.1	140	0.3	\$	\$	274	0.6
447	Gasoline stations	1,177	2.7	45	0.1	145	0.3	252	0.6	445	1.0
448	Clothing and clothing accessories stores	1,158	1.4	201	0.2	291	0.4	127	0.2	671	0.8
4481	Clothing stores	900	1.5	162	0.3	211	0.3	70	0.1	443	0.7
44811	Men's clothing stores	\$	\$	\$	\$	7	0.2	\$	\$	\$	\$
44812	Women's clothing stores	204	1.1	46	0.3	115	0.6	\$	\$	160	0.9
44814	Family clothing stores	467	1.7	81	0.3	68	0.2	\$	\$	134	0.5
4482	Shoe stores	122	1.2	12	0.1	56	0.5	16	0.2	105	1.0
451	Sporting goods, hobby, book, and music stores	434	1.5	\$	\$	56	0.2	83	0.3	314	1.1
452	General merchandise stores	2,074	1.7	65	0.1	272	0.2	\$	\$	443	0.4
4521	Department stores (excl. leased depts.)	979	1.9	41	0.1	235	0.4	ZZ	Z	231	0.4
452111	Department stores (except discount department stores)	397	1.6	18	0.1	D	D	ZZ	Z	124	0.5
452112	Discount department stores	582	2.1	23	0.1	D	D	ZZ	Z	106	0.4
4529	Other general merchandise stores	1,096	1.6	24	Z	37	0.1	\$	\$	212	0.3
45291	Warehouse clubs and superstores	965	1.8	19	Z	22	Z	ZZ	Z	138	0.3
45299	All other general merchandise stores	130	1.1	\$	\$	16	0.1	\$	\$	74	0.6
453	Miscellaneous store retailers	838	2.3	65	0.2	73	0.2	604	1.6	408	1.1
454	Nonstore retailers	1,392	1.9	\$	\$	\$	\$	2,586	3.5	1,134	1.5
4541	Electronic shopping and mail-order houses	579	1.1	\$	\$	\$	\$	726	1.4	891	1.7

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food
Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purchased communication services	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
72	Accommodation and food services, total	14,047	3.3	381	0.1	579	0.1	3,586	0.8	2,110	0.5
721	Accommodation services	5,017	3.5	S	S	S	S	2,134	1.5	795	0.6
722	Food services and drinking places	9,030	3.2	158	0.1	280	0.1	1,452	0.5	1,316	0.5

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

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Z Estimate is less than 0.05

ZZ Estimate is less than \$500,000

Source of expenses data: 2007 Business Expenses Supplement to the Annual Retail, Accommodations, and Food Services Surveys.

Notes:

The link to associated estimates of measures of sampling variability can be found in the menu at <http://www.census.gov/svsd/www/artstbl.html>.

Preliminary data on associated 2007 employer sales are available from the Economic Census at <http://www.census.gov/econ/census07/>.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food
Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchased repairs and maintenance to machinery and equipment		Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
44-45	Retail Trade, total ³	8,148	0.9	7,236	0.8	3,702	0.4	82,847	9.5	21,114	2.4
441	Motor vehicle and parts dealers	1,098	0.8	1,023	0.7	520	0.4	9,675	7.1	2,014	1.5
4411	Automobile dealers	679	0.7	707	0.7	328	0.3	6,481	6.6	1,312	1.3
4413	Automotive parts, accessories, and tire stores	334	1.3	194	0.8	137	0.5	2,133	8.3	500	2.0
442	Furniture and home furnishings stores	258	0.6	377	0.9	176	0.4	6,040	14.0	841	2.0
443	Electronics and appliance stores	151	0.5	218	0.8	149	0.5	3,424	12.0	510	1.8
444	Building mat. and garden equip. and supplies dealers	1,281	1.5	821	0.9	643	0.7	4,755	5.5	1,892	2.2
4441	Building material and supplies dealers	1,000	1.3	716	0.9	453	0.6	4,306	5.5	S	S
445	Food and beverage stores	1,805	1.4	1,385	1.1	419	0.3	10,264	8.0	5,649	4.4
4451	Grocery stores	1,654	1.4	1,281	1.1	356	0.3	8,525	7.3	5,136	4.4
4453	Beer, wine, and liquor stores	68	0.9	58	0.8	20	0.3	1,069	14.9	284	4.0
446	Health and personal care stores	297	0.5	406	0.7	348	0.6	7,683	12.7	1,157	1.9
44611	Pharmacies and drug stores	207	0.5	332	0.7	251	0.6	5,820	13.0	917	2.1
447	Gasoline stations	1,048	2.4	621	1.4	279	0.6	4,164	9.5	1,860	4.3
448	Clothing and clothing accessories stores	335	0.4	753	0.9	218	0.3	13,995	17.0	1,538	1.9
4481	Clothing stores	240	0.4	587	1.0	188	0.3	9,998	16.5	1,209	2.0
44811	Men's clothing stores	18	0.4	S	S	S	S	S	S	S	S
44812	Women's clothing stores	71	0.4	148	0.8	69	0.4	3,581	20.1	350	2.0
44814	Family clothing stores	93	0.3	323	1.2	38	0.1	3,434	12.6	587	2.2
4482	Shoe stores	55	0.5	109	1.1	12	0.1	2,030	19.8	194	1.9
451	Sporting goods, hobby, book, and music stores	192	0.7	346	1.2	103	0.4	4,794	16.8	669	2.3
452	General merchandise stores	595	0.5	568	0.5	244	0.2	9,945	8.3	3,467	2.9
4521	Department stores (excl. leased depts.)	227	0.4	199	0.4	116	0.2	3,266	6.2	1,486	2.8
452111	Department stores (except discount department stores)	84	0.3	125	0.5	62	0.2	1,256	5.0	703	2.8
452112	Discount department stores	143	0.5	75	0.3	54	0.2	2,011	7.3	783	2.8
4529	Other general merchandise stores	368	0.6	369	0.6	129	0.2	6,679	10.0	1,981	3.0
45291	Warehouse clubs and superstores	264	0.5	172	0.3	94	0.2	4,665	8.6	1,451	2.7
45299	All other general merchandise stores	104	0.9	197	1.6	34	0.3	2,014	16.5	531	4.4
453	Miscellaneous store retailers	318	0.9	369	1.0	208	0.6	5,378	14.5	839	2.3
454	Nonstore retailers	770	1.0	348	0.5	394	0.5	2,731	3.7	678	0.9
4541	Electronic shopping and mail-order houses	362	0.7	214	0.4	208	0.4	2,037	3.9	484	0.9

Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchased repairs and maintenance to machinery and equipment		Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
72	Accommodation and food services, total	5,492	1.3	4,880	1.2	1,853	0.4	26,698	6.3	13,202	3.1
721	Accommodation services	1,272	0.9	S	S	673	0.5	4,356	3.1	S	S
722	Food services and drinking places	4,220	1.5	2,758	1.0	1,180	0.4	22,342	8.0	8,613	3.1

¹ Estimates include data only for businesses with paid employees.

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Source of expenses data: 2007 Business Expenses Supplement to the Annual Retail, Accommodations, and Food Services Surveys.

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**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food
Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments		Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services		Purchased professional and technical services	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
44-45	Retail Trade, total ³	3,077	0.4	3,741	0.4	19,228	2.2	52,111	6.0	16,519	1.9
441	Motor vehicle and parts dealers	574	0.4	417	0.3	1,269	0.9	10,245	7.5	2,355	1.7
4411	Automobile dealers	344	0.4	263	0.3	653	0.7	8,255	8.4	1,674	1.7
4413	Automotive parts, accessories, and tire stores	181	0.7	115	0.4	410	1.6	1,144	4.5	365	1.4
442	Furniture and home furnishings stores	191	0.4	223	0.5	1,131	2.6	4,828	11.2	653	1.5
443	Electronics and appliance stores	53	0.2	58	0.2	606	2.1	2,623	9.2	1,164	4.1
444	Building mat. and garden equip. and supplies dealers	350	0.4	428	0.5	1,186	1.4	4,359	5.0	1,086	1.3
4441	Building material and supplies dealers	282	0.4	S	S	1,074	1.4	4,069	5.2	981	1.3
445	Food and beverage stores	557	0.4	893	0.7	1,393	1.1	3,851	3.0	2,288	1.8
4451	Grocery stores	491	0.4	809	0.7	1,156	1.0	3,447	3.0	2,048	1.8
4453	Beer, wine, and liquor stores	34	0.5	38	0.5	158	2.2	224	3.1	152	2.1
446	Health and personal care stores	91	0.1	176	0.3	719	1.2	2,967	4.9	968	1.6
44611	Pharmacies and drug stores	67	0.1	132	0.3	225	0.5	1,557	3.5	545	1.2
447	Gasoline stations	239	0.5	434	1.0	235	0.5	544	1.2	839	1.9
448	Clothing and clothing accessories stores	267	0.3	281	0.3	1,950	2.4	5,184	6.3	1,784	2.2
4481	Clothing stores	240	0.4	210	0.3	1,547	2.6	3,354	5.5	1,297	2.1
44811	Men's clothing stores	6	0.1	S	S	S	S	S	S	S	S
44812	Women's clothing stores	29	0.2	74	0.4	555	3.1	797	4.5	307	1.7
44814	Family clothing stores	46	0.2	105	0.4	526	1.9	1,774	6.5	634	2.3
4482	Shoe stores	13	0.1	49	0.5	243	2.4	582	5.7	235	2.3
451	Sporting goods, hobby, book, and music stores	70	0.2	89	0.3	575	2.0	1,805	6.3	590	2.1
452	General merchandise stores	375	0.3	388	0.3	4,111	3.4	5,738	4.8	2,046	1.7
4521	Department stores (excl. leased depts.)	116	0.2	127	0.2	1,257	2.4	4,104	7.8	1,470	2.8
452111	Department stores (except discount department stores)	39	0.2	44	0.2	369	1.5	3,141	12.5	1,238	4.9
452112	Discount department stores	77	0.3	83	0.3	888	3.2	963	3.5	233	0.8
4529	Other general merchandise stores	259	0.4	261	0.4	2,855	4.3	1,634	2.5	575	0.9
45291	Warehouse clubs and superstores	191	0.4	145	0.3	D	D	1,199	2.2	317	0.6
45299	All other general merchandise stores	68	0.6	117	1.0	D	D	435	3.6	259	2.1
453	Miscellaneous store retailers	144	0.4	197	0.5	799	2.2	1,961	5.3	903	2.4
454	Nonstore retailers	166	0.2	157	0.2	5,255	7.1	8,006	10.9	1,844	2.5
4541	Electronic shopping and mail-order houses	S	S	109	0.2	4,850	9.2	7,440	14.2	1,515	2.9

Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments		Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services		Purchased professional and technical services	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
72	Accommodation and food services, total	4,288	1.0	4,202	1.0	1,042	0.2	16,835	4.0	8,388	2.0
721	Accommodation services	S	S	S	S	284	0.2	6,543	4.6	3,582	2.5
722	Food services and drinking places	2,821	1.0	2,564	0.9	758	0.3	10,293	3.7	4,805	1.7

¹ Estimates include data only for businesses with paid employees.

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**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and
Food Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Depreciation and amortization charges		Taxes and license fees		Other operating expenses ²	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
44-45	Retail Trade, total³	47,146	5.4	17,399	2.0	82,399	9.5
441	Motor vehicle and parts dealers	3,800	2.8	2,638	1.9	13,653	10.0
4411	Automobile dealers	2,363	2.4	1,848	1.9	9,049	9.2
4413	Automotive parts, accessories, and tire stores	999	3.9	543	2.1	3,012	11.8
442	Furniture and home furnishings stores	1,564	3.6	881	2.0	4,783	11.1
443	Electronics and appliance stores	1,524	5.4	619	2.2	2,067	7.3
444	Building mat. and garden equip. and supplies dealers	5,218	6.0	2,229	2.6	10,130	11.7
4441	Building material and supplies dealers	4,697	6.0	2,038	2.6	9,027	11.6
445	Food and beverage stores	7,771	6.0	2,479	1.9	9,778	7.6
4451	Grocery stores	7,270	6.3	2,202	1.9	8,330	7.2
4453	Beer, wine, and liquor stores	297	4.1	183	2.5	\$	\$
446	Health and personal care stores	3,050	5.1	891	1.5	4,907	8.1
44611	Pharmacies and drug stores	2,244	5.0	663	1.5	3,061	6.9
447	Gasoline stations	3,617	8.3	1,247	2.9	\$	\$
448	Clothing and clothing accessories stores	5,404	6.6	2,031	2.5	9,455	11.5
4481	Clothing stores	4,299	7.1	1,649	2.7	7,009	11.6
44811	Men's clothing stores	\$	\$	\$	\$	\$	\$
44812	Women's clothing stores	1,394	7.8	420	2.4	1,623	9.1
44814	Family clothing stores	1,986	7.3	923	3.4	3,969	14.6
4482	Shoe stores	621	6.1	\$	\$	1,143	11.2
451	Sporting goods, hobby, book, and music stores	1,484	5.2	603	2.1	\$	\$
452	General merchandise stores	8,407	7.0	2,230	1.9	3,885	3.3
4521	Department stores (excl. leased depts.)	4,850	9.2	1,189	2.3	1,641	3.1
452111	Department stores (except discount department stores)	2,674	10.6	599	2.4	D	D
452112	Discount department stores	2,177	7.9	590	2.1	D	D
4529	Other general merchandise stores	3,557	5.3	1,042	1.6	2,243	3.4
45291	Warehouse clubs and superstores	2,889	5.3	682	1.3	1,041	1.9
45299	All other general merchandise stores	668	5.5	359	2.9	1,203	9.9
453	Miscellaneous store retailers	1,225	3.3	694	1.9	\$	\$
454	Nonstore retailers	4,081	5.5	856	1.2	\$	\$
4541	Electronic shopping and mail-order houses	2,661	5.1	511	1.0	\$	\$

**Estimated Detailed Operating Expenses of U.S. Retail and Accommodations and
Food Service Firms¹ by Kind of Business: 2007 -- cont.**

[Dollar estimates are shown in millions of dollars. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Depreciation and amortization charges		Taxes and license fees		Other operating expenses ²	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
72	Accommodation and food services, total	26,011	6.2	12,884	3.0	S	S
721	Accommodation services	13,748	9.7	7,832	5.5	S	S
722	Food services and drinking places	12,263	4.4	5,052	1.8	40,679	14.5

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). Unpublished estimates derived from this table by subtraction are subject to these same limitations and should not be attributed to the U.S. Census Bureau. For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

ZZ Estimate is less than \$500,000

Source of expenses data: 2007 Business Expenses Supplement to the Annual Retail, Accommodations, and Food Services Surveys.

Notes:

The link to associated estimates of measures of sampling variability can be found in the menu at <http://www.census.gov/svsd/www/artstbl.html>.

Preliminary data on associated 2007 employer sales are available from the Economic Census at <http://www.census.gov/econ/census07/>.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimated Annual Gross Margin of U.S. Retail Firms by Kind of Business: 1993 Through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	1993	1994	1995	1996	1997	1998	1999
	Retail gross margin, total (r).....	542,461	592,154	622,267	655,619	683,331	718,213	783,643
	Total (excl. motor vehicle and parts dealers) (r).....	445,094	477,845	500,365	529,297	555,184	590,195	635,605
	GAFO ¹	193,478	205,890	212,529	221,276	233,567	253,015	275,382
441	Motor vehicle and parts dealers	97,367	114,309	121,902	126,322	128,147	128,018	148,038
4411	Automobile dealers	75,074	89,677	95,869	97,669	98,054	96,970	113,271
4413	Automotive parts, access., and tire stores	16,955	19,006	19,369	21,254	21,967	22,220	24,734
442	Furniture and home furnishings stores	23,470	25,969	26,655	28,698	30,948	33,547	37,357
443	Electronics and appliance stores	14,053	16,278	17,038	16,878	17,510	19,012	20,687
444	Building mat. and garden equip. and supplies dealers	39,919	45,083	46,117	49,198	51,448	56,706	61,352
4441	Building mat. and supplies dealers	33,841	38,373	38,923	41,860	43,665	48,130	52,601
445	Food and beverage stores	93,636	96,916	101,568	104,765	106,859	111,544	119,417
4451	Grocery stores	83,571	86,032	90,361	92,916	94,921	98,499	106,328
4453	Beer, wine, and liquor stores	5,270	5,931	6,062	6,531	6,437	7,295	7,267
446	Health and personal care stores (r).....	28,440	29,509	30,392	33,507	37,443	40,553	42,770
44611	Pharmacies and drug stores	21,152	21,432	21,552	23,570	26,347	28,877	30,934
447	Gasoline stations	33,795	36,789	41,297	43,758	44,262	42,458	45,255
448	Clothing and clothing access. stores	51,282	53,805	53,074	56,210	58,260	63,331	68,961
4481	Clothing stores	34,296	35,960	34,948	37,376	39,928	43,729	47,261
44811	Men's clothing stores	4,217	4,470	3,910	4,186	4,435	4,514	4,301
44812	Women's clothing stores	11,960	11,296	10,668	11,032	10,937	11,486	12,217
44814	Family clothing stores	13,656	15,119	14,793	16,129	18,035	20,719	22,734
4482	Shoe stores	8,166	8,674	8,738	8,985	8,919	9,333	9,730
451	Sporting goods, hobby, book, and music stores	19,953	22,580	22,750	22,844	24,706	25,720	27,831
452	General merchandise stores	74,286	75,817	80,349	83,657	88,130	95,491	104,212
4521	Department stores	55,366	54,721	57,010	57,950	60,565	68,699	72,634
452111	Department stores (except discount dept. stores)	32,542	32,638	32,478	34,255	34,258	33,922	36,095
452112	Discount dept. stores	22,824	22,083	24,532	23,695	26,307	34,777	36,539
4529	Other general merchandise stores	18,920	21,096	23,339	25,707	27,565	26,792	31,578
45291	Warehouse clubs and superstores	7,959	11,345	12,442	15,129	17,296	16,365	20,393
45299	All other gen. merchandise stores	10,961	9,751	10,897	10,578	10,269	10,427	11,185
453	Miscellaneous store retailers	27,873	30,813	33,824	36,321	39,602	42,871	43,870
454	Nonstore retailers	38,387	44,286	47,301	53,461	56,016	58,962	63,893
4541	Electronic shopping and mail-order houses	18,213	21,020	23,064	26,911	29,982	32,848	36,857

See Footnotes at end of table.

Estimated Annual Gross Margin of U.S. Retail Firms by Kind of Business: 1993 Through 2008 - Con.

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	2000	2001	2002	2003	2004	2005	2006
	Retail gross margin, total (r).....	822,946	812,331	868,368	922,498	992,595	1,031,230	1,080,466
	Total (excl. motor vehicle and parts dealers) (r).....	678,324	690,145	718,945	770,548	835,783	878,740	919,836
	GAFO ¹	291,418	286,855	300,822	323,400	351,480	365,221	379,716
441	Motor vehicle and parts dealers	144,622	122,186	149,423	151,950	156,812	152,490	160,630
4411	Automobile dealers	109,471	87,675	113,568	113,661	111,870	106,567	113,798
4413	Automotive parts, access., and tire stores	23,503	23,347	25,092	26,192	28,893	30,241	31,473
442	Furniture and home furnishings stores	41,061	40,892	43,487	45,036	49,888	51,061	52,633
443	Electronics and appliance stores	22,344	20,673	22,675	23,988	26,443	27,580	28,955
444	Building mat. and garden equip. and supplies dealers	68,575	72,833	76,263	83,373	97,130	105,631	109,758
4441	Building mat. and supplies dealers	59,383	63,581	67,246	73,995	87,202	96,493	100,217
445	Food and beverage stores	120,924	132,547	134,110	138,129	144,021	147,270	153,246
4451	Grocery stores	107,145	118,210	119,588	122,870	127,563	130,512	135,820
4453	Beer, wine, and liquor stores	7,753	7,851	7,888	8,329	9,078	9,391	9,922
446	Health and personal care stores (r).....	46,626	49,653	53,816	58,758	62,242	64,641	66,559
44611	Pharmacies and drug stores	33,206	36,341	39,550	43,297	43,783	45,857	47,084
447	Gasoline stations	47,875	47,243	44,381	50,034	56,489	62,551	63,379
448	Clothing and clothing access. stores	72,563	70,391	75,634	81,143	88,161	92,952	99,467
4481	Clothing stores	50,537	49,364	52,422	57,369	62,353	66,570	71,130
44811	Men's clothing stores	4,395	3,943	3,866	4,325	4,588	4,578	4,680
44812	Women's clothing stores	13,687	13,677	14,072	15,890	17,239	18,184	19,351
44814	Family clothing stores	24,013	22,907	25,357	26,913	29,438	32,206	34,183
4482	Shoe stores	9,543	9,582	10,477	10,889	11,531	12,772	12,849
451	Sporting goods, hobby, book, and music stores	29,362	29,657	29,284	29,919	31,991	31,730	32,901
452	General merchandise stores	108,939	109,846	113,124	126,843	138,461	146,326	147,669
4521	Department stores	73,331	70,232	66,196	66,330	72,620	71,379	69,434
452111	Department stores (except discount dept. stores)	36,053	32,730	32,467	31,188	32,376	33,764	30,600
452112	Discount dept. stores	37,278	37,502	33,729	35,142	40,244	37,615	38,834
4529	Other general merchandise stores	35,608	39,614	46,928	60,513	65,841	74,947	78,235
45291	Warehouse clubs and superstores	24,044	27,381	35,154	45,952	50,926	60,088	62,219
45299	All other gen. merchandise stores	11,564	12,233	11,774	14,561	14,915	14,859	16,016
453	Miscellaneous store retailers	45,739	43,045	45,349	45,709	46,867	46,521	52,160
454	Nonstore retailers	74,316	73,365	80,822	87,616	94,090	102,477	113,109
4541	Electronic shopping and mail-order houses	44,209	43,499	48,507	54,221	60,811	68,846	79,590

See Footnotes at end of table.

Estimated Annual Gross Margin of U.S. Retail Firms by Kind of Business: 1993 Through 2008 - Con.

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	2007	2008
	Retail gross margin, total (r).....	1,113,990	1,078,892
	Total (excl. motor vehicle and parts dealers) (r).....	946,840	938,849
	GAFO ¹	388,253	371,509
441	Motor vehicle and parts dealers	167,150	140,043
4411	Automobile dealers	118,742	94,077
4413	Automotive parts, access., and tire stores	31,565	32,499
442	Furniture and home furnishings stores	51,246	45,763
443	Electronics and appliance stores	30,816	27,013
444	Building mat. and garden equip. and supplies dealers	105,588	97,593
4441	Building mat. and supplies dealers	95,497	86,713
445	Food and beverage stores	159,533	166,132
4451	Grocery stores	141,297	146,698
4453	Beer, wine, and liquor stores	10,403	11,114
446	Health and personal care stores (r).....	70,690	75,158
44611	Pharmacies and drug stores	49,410	53,781
447	Gasoline stations	65,125	73,125
448	Clothing and clothing access. stores	99,468	94,844
4481	Clothing stores	72,155	68,390
44811	Men's clothing stores	4,519	4,530
44812	Women's clothing stores	19,744	17,800
44814	Family clothing stores	33,760	31,836
4482	Shoe stores	12,603	12,963
451	Sporting goods, hobby, book, and music stores	34,065	31,800
452	General merchandise stores	155,386	155,697
4521	Department stores	68,475	62,974
452111	Department stores (except discount dept. stores)	29,395	24,748
452112	Discount dept. stores	39,080	38,226
4529	Other general merchandise stores	86,911	92,723
45291	Warehouse clubs and superstores	70,733	76,183
45299	All other gen. merchandise stores	16,178	16,540
453	Miscellaneous store retailers	53,837	51,365
454	Nonstore retailers	121,086	120,359
4541	Electronic shopping and mail-order houses	86,286	84,785

(r) Estimate for 2003 has been revised to correct a calculation error in the NAICS 446 sales estimates.

¹GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes.

Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

Estimated Annual Gross Margin as a Percentage of Sales of U.S. Retail Firms by Kind of Business: 1993 Through 2008

[Estimates are shown as percents and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	1993	1994	1995	1996	1997	1998	1999
	Retail gross margin (r).....	27.9	28.1	28.0	27.7	27.6	27.8	27.9
	Total (excl. motor vehicle and parts dealers) (r).....	30.3	30.5	30.5	30.5	30.5	31.1	31.1
	GAFO ¹	33.8	33.3	32.6	32.4	32.7	33.3	33.7
441	Motor vehicle and parts dealers	20.5	21.1	21.0	20.1	19.6	18.6	19.3
4411	Automobile dealers	18.4	19.1	19.1	17.9	17.3	16.3	17.1
4413	Automotive parts, access., and tire stores	37.7	38.4	37.2	38.1	37.4	36.9	39.3
442	Furniture and home furnishings stores	42.2	42.9	41.9	42.3	42.5	43.2	44.2
443	Electronics and appliance stores	28.8	28.4	26.2	24.6	24.9	25.5	26.1
444	Building mat. and garden equip. and supplies dealers	28.3	28.6	28.0	27.8	26.9	28.0	28.1
4441	Building mat. and supplies dealers	28.1	28.4	27.6	27.8	26.9	27.9	28.0
445	Food and beverage stores	24.9	25.2	26.0	26.1	26.0	26.7	27.5
4451	Grocery stores	24.4	24.5	25.3	25.4	25.4	26.0	26.9
4453	Beer, wine, and liquor stores	24.3	26.7	27.4	28.0	26.6	28.6	27.3
446	Health and personal care stores (r).....	30.7	30.6	29.9	30.6	31.5	31.3	29.9
44611	Pharmacies and drug stores	26.5	26.1	25.1	25.7	26.7	26.6	25.5
447	Gasoline stations	20.8	21.5	22.8	22.5	22.1	22.1	21.3
448	Clothing and clothing access. stores	41.0	41.6	40.3	41.1	41.4	42.4	43.1
4481	Clothing stores	38.9	39.8	38.5	39.8	40.8	42.0	42.3
44811	Men's clothing stores	42.3	44.5	41.9	43.8	44.0	44.2	44.5
44812	Women's clothing stores	36.9	36.9	37.1	39.0	39.3	40.5	41.3
44814	Family clothing stores	38.7	39.7	37.0	38.2	39.8	41.3	41.1
4482	Shoe stores	42.9	43.5	42.9	42.3	41.6	41.9	42.9
451	Sporting goods, hobby, book, and music stores	38.1	39.2	37.3	35.7	37.7	37.3	38.2
452	General merchandise stores	27.9	26.6	26.7	26.5	26.6	27.2	27.4
4521	Department stores	29.5	27.5	27.7	27.3	27.5	30.8	31.5
452111	Department stores (except discount dept. stores)	37.7	36.5	36.4	37.2	36.5	36.0	37.3
452112	Discount dept. stores	22.5	20.2	21.0	19.7	20.9	27.0	27.3
4529	Other general merchandise stores	24.1	24.4	24.7	24.9	24.8	20.9	21.1
45291	Warehouse clubs and superstores	17.1	19.6	19.1	20.7	21.1	16.6	17.2
45299	All other gen. merchandise stores	34.5	34.1	36.9	35.1	34.9	35.5	35.9
453	Miscellaneous store retailers	44.5	43.7	43.8	43.2	43.2	43.0	41.6
454	Nonstore retailers	44.6	45.9	45.6	45.3	44.3	44.0	42.0
4541	Electronic shopping and mail-order houses	44.7	44.6	43.7	44.0	42.7	40.9	39.1

See footnotes at end of table.

Estimated Annual Gross Margin as a Percentage of Sales of U.S. Retail Firms by Kind of Business: 1993 Through 2008 - Con.

[Estimates are shown as percents and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	2000	2001	2002	2003	2004	2005	2006
	Retail gross margin (r).....	27.5	26.5	27.7	28.2	28.5	27.9	27.8
	Total (excl. motor vehicle and parts dealers) (r).....	31.0	30.7	31.1	31.8	32.0	31.3	30.9
	GAFO ¹	33.7	32.5	32.9	34.1	35.0	34.4	34.1
441	Motor vehicle and parts dealers	18.1	15.0	18.2	18.0	18.1	17.1	17.8
4411	Automobile dealers	15.9	12.4	16.0	15.7	15.1	14.1	14.9
4413	Automotive parts, access., and tire stores	36.9	38.1	39.9	40.6	43.1	42.9	43.3
442	Furniture and home furnishings stores	45.0	44.6	46.0	46.5	48.0	46.7	46.7
443	Electronics and appliance stores	27.1	25.7	27.0	27.6	28.0	27.2	26.8
444	Building mat. and garden equip. and supplies dealers	29.9	30.4	30.6	31.6	32.8	32.8	32.8
4441	Building mat. and supplies dealers	30.0	30.7	30.9	32.0	33.3	33.6	33.4
445	Food and beverage stores	27.1	28.6	28.8	29.1	29.3	28.9	29.1
4451	Grocery stores	26.6	28.2	28.5	28.7	28.9	28.5	28.8
4453	Beer, wine, and liquor stores	27.0	26.4	26.2	27.2	28.1	27.8	27.4
446	Health and personal care stores (r).....	30.0	29.8	29.9	30.5	31.2	30.7	29.7
44611	Pharmacies and drug stores	25.4	25.6	25.7	26.1	25.8	25.6	24.6
447	Gasoline stations	19.2	18.8	17.7	18.2	17.4	16.5	15.0
448	Clothing and clothing access. stores	43.2	42.0	43.8	45.4	46.4	46.1	46.6
4481	Clothing stores	42.8	41.4	42.6	44.7	45.5	45.6	46.0
44811	Men's clothing stores	46.2	45.7	47.6	52.4	53.5	52.3	52.8
44812	Women's clothing stores	43.5	43.4	45.0	48.7	49.4	49.1	49.9
44814	Family clothing stores	40.7	38.1	39.4	40.0	40.8	41.5	41.8
4482	Shoe stores	41.7	41.8	45.1	46.9	48.7	50.5	48.1
451	Sporting goods, hobby, book, and music stores	38.6	38.4	38.0	38.8	40.2	39.1	39.4
452	General merchandise stores	26.9	25.7	25.3	27.0	27.8	27.7	26.6
4521	Department stores	31.5	30.8	30.0	30.9	33.6	33.3	32.6
452111	Department stores (except discount dept. stores)	37.4	36.1	37.4	36.6	38.3	40.2	38.0
452112	Discount dept. stores	27.4	27.3	25.2	27.2	30.7	28.8	29.3
4529	Other general merchandise stores	20.7	19.9	20.8	23.8	23.4	23.9	22.9
45291	Warehouse clubs and superstores	17.2	16.6	18.4	21.2	21.0	22.1	20.9
45299	All other gen. merchandise stores	35.9	35.5	34.0	38.2	37.8	35.9	36.9
453	Miscellaneous store retailers	42.3	41.2	43.5	44.3	44.3	42.6	45.2
454	Nonstore retailers	41.1	40.6	42.6	42.5	41.1	40.0	39.8
4541	Electronic shopping and mail-order houses	38.8	37.9	39.7	40.5	39.7	39.2	39.5

See footnotes at end of table.

Estimated Annual Gross Margin as a Percentage of Sales of U.S. Retail Firms by Kind of Business: 1993 Through 2008 - Con.

[Estimates are shown as percents and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	2007	2008
	Retail gross margin (r).....	27.8	27.3
	Total (excl. motor vehicle and parts dealers) (r).....	30.6	29.6
	GAFO ¹	33.8	32.4
441	Motor vehicle and parts dealers	18.3	17.8
4411	Automobile dealers	15.5	14.4
4413	Automotive parts, access., and tire stores	42.0	42.2
442	Furniture and home furnishings stores	46.1	45.3
443	Electronics and appliance stores	27.8	24.8
444	Building mat. and garden equip. and supplies dealers	32.8	31.8
4441	Building mat. and supplies dealers	33.5	32.6
445	Food and beverage stores	29.1	29.0
4451	Grocery stores	28.7	28.5
4453	Beer, wine, and liquor stores	27.2	27.7
446	Health and personal care stores (r).....	29.7	30.4
44611	Pharmacies and drug stores	24.4	25.5
447	Gasoline stations	14.4	14.6
448	Clothing and clothing access. stores	44.9	43.8
4481	Clothing stores	44.6	43.3
44811	Men's clothing stores	51.4	52.5
44812	Women's clothing stores	48.7	46.1
44814	Family clothing stores	40.0	38.6
4482	Shoe stores	46.9	47.9
451	Sporting goods, hobby, book, and music stores	40.1	37.8
452	General merchandise stores	26.8	26.1
4521	Department stores	32.7	31.6
452111	Department stores (except discount dept. stores)	38.2	34.8
452112	Discount dept. stores	29.5	29.7
4529	Other general merchandise stores	23.5	23.3
45291	Warehouse clubs and superstores	21.8	21.7
45299	All other gen. merchandise stores	36.3	36.1
453	Miscellaneous store retailers	45.6	44.3
454	Nonstore retailers	39.3	37.6
4541	Electronic shopping and mail-order houses	38.8	37.3

(r) Estimate for 2003 has been revised to correct a calculation error in the NAICS 446 sales estimates.

¹GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

Estimated End-of-Year Accounts Receivable of U.S. Retail Firms¹ by Type of Account and Kind of Business: 2004 Through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey]

NAICS Code	Kind of business	Total accounts receivable					Open-end					Closed-end				
		2004	2005	2006	2007	2008	2004	2005	2006	2007	2008	2004	2005	2006	2007	2008
	Retail accounts receivable, total	64,632	65,289	61,109	63,019	61,402	37,425	37,038	35,255	37,604	36,529	27,207	28,251	25,854	25,415	24,873
	Total (excl. motor vehicle and parts dealers)	53,623	53,915	50,445	51,553	49,909	32,006	31,576	29,839	31,807	30,862	21,617	22,339	20,606	19,746	19,047
441	Motor vehicle and parts dealers	11,009	11,374	10,664	11,466	11,493	5,419	5,462	5,416	5,797	5,667	5,590	5,912	5,248	5,669	5,826
442	Furniture and home furnishings stores	4,932	4,998	4,742	4,265	4,038	2,355	2,439	2,633	2,330	2,212	2,577	2,559	2,109	1,935	1,826
443	Electronics and appliance stores	979	1,023	1,097	1,107	1,013	617	644	696	676	617	362	379	401	431	396
444	Building mat. and garden equip. and supplies dealers	17,158	18,106	17,576	17,300	15,520	10,408	10,732	10,898	11,021	10,216	6,750	7,374	6,678	6,279	5,304
445	Food and beverage stores	745	765	934	1,162	1,133	D	486	D	831	D	D	279	D	331	D
446	Health and personal care stores	3,413	3,618	3,802	3,775	4,045	1,911	1,981	1,974	1,962	2,016	1,502	S	S	S	2,029
447	Gasoline stations	1,808	1,964	2,230	2,458	2,413	1,121	1,233	1,540	1,727	1,705	687	731	690	731	708
448	Clothing and clothing access. stores	3,634	3,483	3,261	4,706	4,822	2,802	2,709	2,726	4,010	4,080	832	774	535	S	S
451	Sporting goods, hobby, book, and music stores	888	837	867	922	902	624	609	633	660	648	264	228	234	262	S
452	General merchandise stores	5,958	3,966	585	S	S	D	3,948	D	S	D	D	S	D	S	D
4521	Department stores	5,827	3,833	D	D	D	D	3,832	D	D	D	D	1	ZZ	ZZ	ZZ
453	Miscellaneous store retailers	2,056	2,041	2,420	2,467	2,368	1,242	1,241	1,331	S	1,415	814	800	1,089	1,075	S
454	Nonstore retailers	12,052	13,114	12,931	12,759	13,017	4,798	5,554	6,200	6,583	6,551	7,254	7,560	6,731	6,176	6,466

ZZ Estimate is less than \$500,000.

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

¹Estimates include data only for businesses with paid employees.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

Estimated U.S. Per Capita Retail Sales by Selected Kind of Business: 1992 Through 2008

[Estimates are shown in dollars and are based on data from the Annual Retail Trade Survey and the Census Bureau's Population Estimates Program¹]

NAICS Code	Kind of business	1992	1993	1994	1995	1996	1997	1998
	Per capita spending, total² (r).....	7,120	7,534	8,105	8,457	8,923	9,239	9,573
	Total (excl. motor vehicle and parts dealers) (r).....	5,475	5,696	6,022	6,247	6,553	6,793	7,021
441	Motor vehicle and parts dealers	1,644	1,839	2,083	2,210	2,370	2,446	2,552
442	Furniture and home furnishings stores	206	216	233	242	256	272	287
443	Electronics and appliance stores	168	189	221	247	258	262	276
444	Building mat. and garden equip. and supplies dealers	515	548	605	627	667	715	750
445	Food and beverage stores	1,456	1,456	1,480	1,489	1,516	1,532	1,545
446	Health and personal care stores (r).....	352	359	370	387	413	444	480
447	Gasoline stations	614	631	658	690	734	746	710
448	Clothing and clothing access. stores	472	485	497	501	516	525	553
451	Sporting goods, hobby, book and music stores	193	203	221	232	242	245	255
452	General merchandise stores	972	1,032	1,096	1,144	1,189	1,238	1,299
453	Miscellaneous store retailers	219	243	271	294	317	342	369
454	Nonstore retailers	308	334	371	395	445	472	496
722	Food services and drinking places	798	838	867	889	916	964	1,007

See footnotes at end of table.

Estimated U.S. Per Capita Retail Sales by Selected Kind of Business: 1992 Through 2008 - Con.

[Estimates are shown in dollars and are based on data from the Annual Retail Trade Survey and the Census Bureau's Population Estimates Program¹]

NAICS Code	Kind of business	1999	2000	2001	2002	2003	2004	2005
	Per capita spending, total² (r).....	10,299	10,592	10,761	10,890	11,256	11,875	12,502
	Total (excl. motor vehicle and parts dealers) (r).....	7,492	7,765	7,895	8,040	8,353	8,913	9,493
441	Motor vehicle and parts dealers	2,807	2,827	2,866	2,850	2,903	2,961	3,009
442	Furniture and home furnishings stores	310	324	321	329	334	355	369
443	Electronics and appliance stores	290	292	282	292	299	323	343
444	Building mat. and garden equip. and supplies dealers	802	813	841	865	909	1,011	1,088
445	Food and beverage stores	1,594	1,579	1,625	1,618	1,637	1,676	1,721
446	Health and personal care stores (r).....	524	551	585	626	663	682	712
447	Gasoline stations	780	886	882	871	948	1,107	1,284
448	Clothing and clothing access. stores	587	595	588	600	616	649	682
451	Sporting goods, hobby, book and music stores	267	270	271	268	265	271	274
452	General merchandise stores	1,395	1,433	1,500	1,552	1,615	1,698	1,785
453	Miscellaneous store retailers	387	383	366	362	356	361	369
454	Nonstore retailers	557	640	634	659	710	781	866
722	Food services and drinking places	1,045	1,083	1,115	1,153	1,209	1,279	1,345

See footnotes at end of table.

Estimated U.S. Per Capita Retail Sales by Selected Kind of Business: 1992 Through 2008 - Con.

[Estimates are shown in dollars and are based on data from the Annual Retail Trade Survey and the Census Bureau's Population Estimates Program¹]

NAICS Code	Kind of business	2006	2007	2008
	Per capita spending, total² (r).....	13,000	13,281	13,007
	Total (excl. motor vehicle and parts dealers) (r).....	9,981	10,260	10,416
441	Motor vehicle and parts dealers	3,018	3,021	2,591
442	Furniture and home furnishings stores	378	369	332
443	Electronics and appliance stores	362	367	358
444	Building mat. and garden equip. and supplies dealers	1,122	1,068	1,008
445	Food and beverage stores	1,763	1,820	1,885
446	Health and personal care stores (r).....	750	789	813
447	Gasoline stations	1,416	1,497	1,641
448	Clothing and clothing access. stores	715	735	712
451	Sporting goods, hobby, book and music stores	280	282	276
452	General merchandise stores	1,858	1,920	1,961
453	Miscellaneous store retailers	387	392	381
454	Nonstore retailers	952	1,023	1,051
722	Food services and drinking places	1,421	1,480	1,505

(r) Estimate for 2003 has been revised to correct a calculation error in the NAICS 446 sales estimates.

¹Time Series of National Population Estimates, U.S. Census Bureau. Population estimates (in thousands) as of July 1 of:

1992: 255,030	1999: 272,691	2006: 298,593
1993: 257,783	2000: 282,172	2007: 301,580
1994: 260,327	2001: 285,082	2008: 304,375
1995: 262,803	2002: 287,804	
1996: 265,229	2003: 290,326	
1997: 267,784	2004: 293,046	
1998: 270,248	2005: 295,753	

For Additional information, see <http://www.census.gov/popest/estimates.php>

²Estimates for food services and drinking places not included in total retail.

Note: Estimates have not been adjusted for price changes. Measures of sampling variability for these estimates have not been computed. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

Estimated End-of-Year Inventories of U.S. Retail Firms by Kind of Business and Location Held: 2004 Through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	Total inventories					Inventories held inside the United States					Inventories held outside of the United States				
		2004	2005	2006	2007	2008	2004	2005	2006	2007	2008	2004	2005	2006	2007	2008
	Retail inventories, total	455,639	466,476	480,957	493,208	474,040	454,765	465,580	479,905	492,133	473,051	874	896	1,052	1,075	989
	Total (excl. motor vehicle and parts dealers)	298,043	310,450	324,033	332,622	324,582	297,200	309,589	323,011	331,591	323,634	843	861	1,022	1,031	948
441	Motor vehicle and parts dealers	157,596	156,026	156,924	160,586	149,458	157,565	155,991	156,894	160,542	149,417	31	35	S	44	S
442	Furniture and home furnishings stores	16,636	16,952	17,371	17,300	15,485	16,523	16,832	17,197	17,131	15,366	113	120	174	169	119
443	Electronics and appliance stores	13,248	13,515	13,689	14,549	13,235	13,240	13,510	13,687	14,546	13,233	8	5	2	3	S
444	Building mat. and garden equip. and supplies dealers	40,347	43,426	44,980	45,424	44,539	40,339	43,416	44,965	45,407	44,525	8	10	15	S	S
445	Food and beverage stores	34,286	34,556	35,459	37,256	38,144	34,275	34,541	35,446	37,241	38,131	11	15	13	S	S
446	Health and personal care stores	26,395	27,737	29,264	30,367	31,344	26,373	27,719	29,243	30,339	31,317	22	18	21	28	S
447	Gasoline Stations	7,214	7,751	7,987	8,682	7,877	7,214	7,751	7,987	8,682	7,877	ZZ	ZZ	ZZ	ZZ	S
448	Clothing and clothing access. stores	38,315	40,082	44,303	44,692	43,785	37,935	39,708	43,889	44,274	43,401	380	374	414	418	384
451	Sporting goods, hobby, book, and music stores	20,388	20,389	20,903	21,788	20,271	20,375	20,377	20,893	21,780	20,264	13	12	10	8	7
452	General merchandise stores	67,185	70,368	71,658	72,091	69,969	67,030	70,188	71,412	71,854	69,740	155	180	246	237	229
453	Miscellaneous store retailers	17,065	16,835	17,825	18,255	17,770	17,008	16,785	17,782	18,202	17,703	57	50	43	53	67
454	Nonstore retailers	16,964	18,839	20,594	22,218	22,163	16,888	18,762	20,510	22,135	22,077	76	77	84	83	86

ZZ Estimate is less than \$500,000.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates exclude food services. Retail total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

Estimated Annual Sales of U.S. Accommodation and Food Services Firms by Kind of Business: 1992 Through 2008

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	1992	1993	1994	1995	1996	1997	1998
72	Accommodation and food services, total	275,265	292,267	308,661	322,818	338,821	361,278	382,449
721	Accommodation	71,850	76,216	83,032	89,193	95,925	103,238	110,222
7211	Traveler accommodation	68,645	72,912	79,494	85,526	92,111	99,197	105,959
7212	RV parks and recreational camps	2,335	2,405	2,601	2,749	2,853	3,026	3,247
7213	Rooming and boarding houses	870	899	937	918	961	1,015	1,016
722	Food services and drinking places	203,415	216,051	225,629	233,625	242,896	258,040	272,227
7221	Full service restaurants	86,493	91,476	97,117	99,430	104,514	114,591	120,035
7222	Limited service eating places	87,433	94,736	98,446	103,143	106,192	109,298	115,794
7224	Drinking places	12,352	12,209	11,826	12,515	13,015	13,445	14,035

See footnotes at end of table.

Estimated Annual Sales of U.S. Accommodation and Food Services Firms by Kind of Business: 1992 Through 2008 -Con.

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	1999	2000	2001	2002	2003	2004	2005
72	Accommodation and food services, total	407,870	443,642	451,300	463,678	488,869	526,396	560,982
721	Accommodation	122,857	138,181	133,448	131,864	137,842	151,592	163,141
7211	Traveler accommodation	118,495	133,582	128,591	127,050	132,924	146,623	157,945
7212	RV parks and recreational camps	3,332	3,608	3,838	3,799	3,932	3,961	4,133
7213	Rooming and boarding houses	1,030	991	1,019	1,015	986	1,008	1,063
722	Food services and drinking places	285,013	305,461	317,852	331,814	351,027	374,804	397,841
7221	Full service restaurants	125,706	134,204	140,682	148,211	156,013	165,779	174,720
7222	Limited service eating places	119,991	127,879	132,924	138,302	147,101	158,722	169,181
7224	Drinking places	14,610	15,415	15,769	16,417	17,363	17,703	18,163

See footnotes at end of table.

Estimated Annual Sales of U.S. Accommodation and Food Services Firms by Kind of Business: 1992 Through 2008 -Con.

[Estimates are shown in millions of dollars and are based on data from the Annual Retail Trade Survey. Estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS Code	Kind of business	2006	2007	2008
72	Accommodation and food services, total	597,861	630,579	641,995
721	Accommodation	173,620	184,306	183,834
7211	Traveler accommodation	167,948	178,335	177,735
7212	RV parks and recreational camps	4,524	4,769	4,855
7213	Rooming and boarding houses	1,148	1,202	1,244
722	Food services and drinking places	424,241	446,273	458,161
7221	Full service restaurants	186,642	196,211	197,618
7222	Limited service eating places	178,733	186,750	195,307
7224	Drinking places	19,486	20,109	20,466

Note: Accommodation and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/retail/.

Estimated Measures of Sampling Variability for Annual Sales, End-of-Year Inventories, Purchases, Operating Expenses, and Gross Margin of U.S.

Retail, Accommodation, and Food Services Firms by Kind of Business: 2008

[Estimates are shown as percents and are based on data from the 2008 Annual Retail Trade Survey.]

NAICS Code	Kind of business	Coefficients of variation for					Standard errors for	
		Sales	End of year inventories	Purchases	Operating Expenses ¹	Gross margin	Gross margin as percentage of sales	
	Retail and food services, total	0.1	NP	NP	NP	NP	NP	NP
	Total (excl. motor vehicle and parts dealers)	0.2	NP	NP	NP	NP	NP	NP
	Retail, total	0.2	0.4	0.2	0.3	0.3	0.1	0.1
	Retail, total (excl. motor vehicle and parts dealers)	0.2	0.4	0.2	0.3	0.3	0.1	0.1
	GAFO²	0.1	NP	0.1	0.3	0.3	0.1	0.1
441	Motor vehicle and parts dealers	0.6	1.0	0.7	0.7	1.6	0.2	0.2
4411, 4412	Automobile and other motor vehicle dealers	0.7	NP	NP	NP	NP	NP	NP
4411	Automobile dealers	0.7	NP	NP	1.0	2.2	0.3	0.3
44111	New car dealers	0.7	NP	NP	NP	NP	NP	NP
44112	Used car dealers	1.4	NP	NP	NP	NP	NP	NP
4413	Auto parts, access., and tire stores	1.1	NP	1.4	2.3	2.3	0.7	0.7
442, 443	Furniture, home furnishings, electronics and appliance stores	0.4	NP	NP	NP	NP	NP	NP
442	Furniture and home furnishings stores	0.5	1.6	0.8	0.9	0.9	0.3	0.3
4421	Furniture stores	1.0	NP	NP	NP	NP	NP	NP
4422	Home furnishings stores	0.7	NP	NP	NP	NP	NP	NP
44221	Floor covering stores	1.6	NP	NP	NP	NP	NP	NP
442299	All other home furnishings stores	0.6	NP	NP	NP	NP	NP	NP
443	Electronics and appliance stores	0.6	1.1	0.6	1.4	1.3	0.2	0.2
44311	Appl., TV, and other elect. stores	0.7	NP	NP	NP	NP	NP	NP
443111	Household appliance stores	0.6	NP	NP	NP	NP	NP	NP
443112	Radio, TV, and other elect. stores	0.9	NP	NP	NP	NP	NP	NP
44312	Computer and software stores	0.6	NP	NP	NP	NP	NP	NP
444	Building mat. and garden equip. and supplies dealers	0.9	1.6	1.3	1.0	1.4	0.4	0.4
4441	Building mat. and supplies dealers	0.7	NP	1.2	1.1	1.4	0.5	0.5
44412	Paint and wallpaper stores	1.3	NP	NP	NP	NP	NP	NP
44413	Hardware stores	1.6	NP	NP	NP	NP	NP	NP
445	Food and beverage stores	0.2	0.5	0.2	0.4	0.7	0.2	0.2
4451	Grocery stores	0.2	NP	0.2	0.4	0.6	0.1	0.1
44511	Supermarkets and other grocery (except convenience) stores	0.2	NP	NP	NP	NP	NP	NP
4453	Beer, wine, and liquor stores	0.8	NP	1.0	1.7	1.7	0.4	0.4
446	Health and personal care stores	0.5	0.7	0.6	1.0	0.9	0.2	0.2
44611	Pharmacies and drug stores	0.6	NP	0.7	0.8	0.9	0.2	0.2
447	Gasoline stations	1.0	2.4	1.0	1.1	1.6	0.2	0.2
448	Clothing and clothing access. stores	0.6	1.8	0.8	0.7	1.0	0.3	0.3
4481	Clothing stores	0.6	NP	0.6	0.7	1.0	0.2	0.2
44811	Mens' clothing stores	1.7	NP	2.0	2.3	3.1	0.8	0.8
44812	Women's clothing stores	0.9	NP	0.8	0.8	1.6	0.4	0.4
44814	Family clothing stores	0.5	NP	0.5	1.0	1.0	0.2	0.2
44819	Other clothing stores	2.1	NP	NP	NP	NP	NP	NP
4482	Shoe stores	1.4	NP	1.1	1.9	3.0	0.8	0.8
44831	Jewelry stores	2.9	NP	NP	NP	NP	NP	NP
451	Sporting goods, hobby, book, and music stores	0.5	1.1	0.8	0.6	1.1	0.4	0.4
45111	Sporting goods stores	1.0	NP	NP	NP	NP	NP	NP
45112	Hobby, toy, and game stores	1.9	NP	NP	NP	NP	NP	NP
451211	Book stores	0.5	NP	NP	NP	NP	NP	NP
452	General merchandise stores	ZZ	0.2	ZZ	0.1	0.1	ZZ	ZZ
4521	Department stores (excl. L.D.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452111	Department stores (except discount dept. stores)	0.0	NP	0.0	0.0	0.0	0.0	0.0
452112	Discount dept. stores	0.0	NP	0.0	0.0	0.0	0.0	0.0
4521	Department stores (incl. L.D.) ³	0.0	NP	NP	NP	NP	NP	NP
452111	Department stores (except discount dept. stores)	0.0	NP	NP	NP	NP	NP	NP
452112	Discount dept. stores	0.0	NP	NP	NP	NP	NP	NP
4529	Other general merchandise stores	0.1	NP	0.1	0.2	0.2	ZZ	ZZ
45291	Warehouse clubs and superstores	0.0	NP	0.0	0.0	0.0	0.0	0.0
45299	All other general merchandise stores	0.6	NP	0.6	0.9	1.3	0.3	0.3
453	Miscellaneous store retailers	0.6	2.0	1.2	1.5	0.9	0.5	0.5
4532	Office supplies, stationery, and gift stores	0.8	NP	NP	NP	NP	NP	NP
45321	Office supplies and stationery stores	1.1	NP	NP	NP	NP	NP	NP
45322	Gift, novelty, and souvenir stores	1.5	NP	NP	NP	NP	NP	NP
4533	Used merchandise stores	2.7	NP	NP	NP	NP	NP	NP
454	Nonstore retailers	0.4	1.4	0.5	1.2	1.0	0.3	0.3
4541	Electronic shopping and mail-order houses	0.4	NP	0.5	1.1	0.9	0.3	0.3
45431	Fuel dealers	1.5	NP	NP	NP	NP	NP	NP
72	Accommodation and food services, total	0.5	NP	NP	0.6	NP	NP	NP
721	Accommodation	0.7	NP	NP	0.8	NP	NP	NP
7211	Traveler accommodation	0.8	NP	NP	NP	NP	NP	NP
7212	RV parks and recreational camps	1.8	NP	NP	NP	NP	NP	NP
7213	Rooming and boarding houses	2.3	NP	NP	NP	NP	NP	NP
722	Food services and drinking places	0.6	NP	NP	0.7	NP	NP	NP
7221	Full-service restaurants	1.1	NP	NP	NP	NP	NP	NP
7222	Limited-service eating places	0.8	NP	NP	NP	NP	NP	NP
7224	Drinking places	1.5	NP	NP	NP	NP	NP	NP

ZZ Estimate is less than 0.05.

NP Not Published.

¹Estimates include data only for businesses with paid employees.

²GAFO represents stores classified in the following NAICS codes: 442, 443, 448, 451, 452, and 4532. NAICS code 4532 includes office supplies, stationery, and gift stores.

³Includes data for leased departments operated within department stores. Data for this line not included in any aggregate kind-of-business totals.

Note: Information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at <www.census.gov/mrts/www/nrely.html>.

Estimated Measures of Sampling Variability for End-of-Year Accounts Receivable of U.S. Retail Firms¹ by Kind of Business: 2008

[Estimates are shown as percents and are based on data from the 2008 Annual Retail Trade Survey]

NAICS Code	Kind of business	Coefficients of variation for		
		Total accounts receivable	Open-end	Closed-end
	Retail accounts receivable, total	2.0	3.9	3.4
	Total (excl. Motor vehicle and parts dealers)	1.9	3.1	3.8
441	Motor vehicle and parts dealers	5.4	11.5	8.8
442	Furniture and home furnishing stores	6.1	7.2	10.7
443	Electronics and appliance stores	6.6	11.0	13.1
444	Building mat. and garden equip. and supplies dealers	6.2	8.2	8.1
445	Food and beverage stores	6.5	D	D
446	Health and personal care stores	9.5	15.4	10.0
447	Gasoline stations	7.1	8.6	17.0
448	Clothing access. stores	4.8	2.7	S
451	Sporting goods, hobby, book, and music stores	6.6	9.1	S
452	General merchandise stores	S	D	D
4521	Department stores	D	D	0.0
453	Miscellaneous store retailers	9.8	11.3	S
454	Nonstore retailers	2.0	3.4	3.4

¹Estimates include data only for businesses with paid employees.

ZZ Estimate is less than 0.05

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates exclude food services. Information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at <www.census.gov/mrts/www/nrely.html>.

Estimated Measures of Sampling Variability for End-of-Year Inventories of U.S. Retail Firms by Kind of Business and Location Held: 2008

[Estimates are shown as percents and are based on data from the 2008 Annual Retail Trade Survey.]

NAICS Code	Kind of business	Coefficients of variation for		
		Total inventories	Inventories held inside the United States	Inventories held outside of the United States
	Retail inventories, total	0.4	0.4	3.7
	Total (excl. motor vehicle and parts dealers)	0.4	0.4	3.6
441	Motor vehicle and parts dealers	1.0	1.0	S
442	Furniture, home furnishings, electronics, and appliance stores	1.6	1.6	4.8
443	Electronics, and appliance stores	1.1	1.1	S
444	Building mat. and garden equip. and supplies dealers	1.6	1.6	S
445	Food and beverage stores	0.5	0.5	S
446	Health and personal care stores	0.7	0.7	S
447	Gasoline Stations	2.4	2.4	S
448	Clothing and clothing access. stores	1.8	1.7	7.6
451	Sporting goods, hobby, book, and music stores	1.1	1.1	2.6
452	General merchandise stores	0.2	0.2	0.2
453	Miscellaneous store retailers	2.0	2.0	9.1
454	Nonstore retailers	1.4	1.4	4.3

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Note: Estimates exclude food services. Information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at <www.census.gov/mrts/www/nrely.html>.

Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007

[Coefficients of variation (**cv**) and standard errors (**se**) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Surveys. Associated estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Operating expenses, total	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers	
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
			cv	se	cv	se	cv	se	cv	se	cv	se
			cv	se	cv	se	cv	se	cv	se	cv	se
44-45	Retail Trade, total ³	0.3	0.3	0.1	0.3	Z	4.0	Z	1.8	Z	1.2	Z
441	Motor vehicle and parts dealers	0.6	0.7	0.2	0.8	Z	12.6	0.1	4.9	Z	4.0	Z
4411	Automobile dealers	0.7	0.7	0.2	0.8	0.1	16.1	0.1	6.4	Z	6.3	Z
4413	Automotive parts, accessories, and tire stores	1.8	2.3	0.5	2.5	0.1	19.3	0.1	9.3	0.1	14.2	Z
442	Furniture and home furnishings stores	0.5	0.8	0.3	1.1	0.1	12.7	0.1	4.1	Z	5.5	Z
443	Electronics and appliance stores	0.9	1.1	0.3	1.2	0.1	6.5	Z	20.8	0.1	5.9	Z
444	Building mat. and garden equip. and supplies dealers	1.0	1.2	0.3	1.1	0.1	9.5	Z	7.9	Z	5.6	Z
4441	Building material and supplies dealers	0.9	1.2	0.3	1.1	0.1	10.6	Z	5.3	Z	6.6	Z
445	Food and beverage stores	0.3	0.4	0.1	0.6	0.1	8.2	Z	4.2	Z	1.4	Z
4451	Grocery stores	0.3	0.4	0.1	0.6	0.1	9.4	Z	4.5	Z	1.3	Z
4453	Beer, wine, and liquor stores	1.3	1.5	0.4	1.8	0.1	S	S	9.5	0.1	3.6	Z
446	Health and personal care stores	0.9	0.9	0.3	1.5	0.1	13.3	0.1	14.8	Z	7.6	0.1
44611	Pharmacies and drug stores	0.9	0.9	0.3	1.7	0.1	15.1	0.1	15.8	Z	2.2	Z
447	Gasoline stations	0.7	0.8	0.2	0.7	Z	S	S	4.9	Z	5.3	Z
448	Clothing and clothing accessories stores	0.5	0.5	0.1	0.7	Z	2.5	Z	2.2	Z	2.2	Z
4481	Clothing stores	0.3	0.5	0.1	0.5	Z	1.7	Z	2.4	Z	2.4	Z
44811	Men's clothing stores	1.4	2.1	0.6	S	S	S	S	9.9	Z	17.3	0.2
44812	Women's clothing stores	0.5	0.6	0.2	0.8	Z	1.1	Z	1.4	Z	1.1	Z
44814	Family clothing stores	0.6	0.7	0.1	0.8	Z	3.4	Z	3.0	Z	2.6	Z
4482	Shoe stores	0.8	0.8	0.4	1.6	0.1	14.7	Z	7.3	Z	2.6	Z
451	Sporting goods, hobby, book, and music stores	0.6	0.9	0.3	0.9	Z	14.7	0.1	5.9	Z	3.4	Z
452	General merchandise stores	0.1	0.1	Z	0.1	Z	0.6	Z	0.8	Z	0.3	Z
4521	Department stores (excl. leased depts.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452111	Department stores (except discount department stores)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	D	D	0.0	0.0
452112	Discount department stores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	D	D	0.0	0.0
4529	Other general merchandise stores	0.2	0.1	0.1	0.2	Z	1.0	Z	1.1	Z	0.6	Z
45291	Warehouse clubs and superstores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	D	D
45299	All other general merchandise stores	0.9	0.9	0.2	S	S	1.7	Z	S	S	D	D
453	Miscellaneous store retailers	1.2	1.4	0.3	1.7	0.1	6.3	Z	7.3	Z	4.3	Z
454	Nonstore retailers	1.1	1.2	0.3	1.4	0.1	6.9	0.1	4.8	Z	3.6	Z
4541	Electronic shopping and mail-order houses	1.1	1.0	0.2	1.0	Z	4.8	0.1	3.2	Z	2.1	Z

Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007

[Coefficients of variation (**cv**) and standard errors (**se**) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Surveys. Associated estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Operating expenses, total	Annual payroll		Employer costs for fringe benefits		Contract labor costs, including temporary help		Expensed equipment		Purchases of packaging materials and containers	
			Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
			cv	se	cv	se	cv	se	cv	se	cv	se
			cv	se	cv	se	cv	se	cv	se	cv	se
72	Accommodation and food services, total	0.4	0.4	0.2	0.6	Z	5.2	Z	7.3	Z	4.0	Z
721	Accommodation services	0.3	0.5	0.1	S	S	3.5	Z	10.1	Z	S	S
722	Food services and drinking places	0.5	0.5	0.2	1.0	Z	9.1	Z	7.6	Z	4.1	Z

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

Notes:

Associated estimates can be found in the Detailed Operating Expenses table linked at <http://www.census.gov/svsd/www/artstbl.html>

Preliminary data on associated 2007 employer sales are available from the Economic Census at <http://www.census.gov/econ/census07/>.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

**Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and
Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.**

[Coefficients of variation (cv) and standard errors (se) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Surveys. Associated estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purchased communication services		Purchased repairs and maintenance to machinery and equipment	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
44-45	Retail Trade, total³	1.6	Z	2.1	Z	0.7	Z	5.4	Z	0.7	Z	1.2	Z
441	Motor vehicle and parts dealers	2.5	0.1	2.9	Z	1.3	Z	6.1	0.1	1.4	Z	2.6	Z
4411	Automobile dealers	3.1	0.1	3.1	Z	1.4	Z	6.9	0.1	1.7	Z	3.0	Z
4413	Automotive parts, accessories, and tire stores	5.8	0.2	11.2	Z	4.6	Z	25.6	0.1	3.4	Z	4.6	Z
442	Furniture and home furnishings stores	2.5	Z	3.7	Z	5.0	Z	6.6	0.1	1.4	Z	3.0	Z
443	Electronics and appliance stores	5.5	0.1	19.6	0.1	S	S	S	S	2.3	Z	3.2	Z
444	Building mat. and garden equip. and supplies dealers	4.9	0.1	5.8	Z	1.6	Z	S	S	1.9	Z	3.4	Z
4441	Building material and supplies dealers	5.2	0.1	6.3	Z	1.7	Z	S	S	2.4	Z	2.7	Z
445	Food and beverage stores	1.1	Z	2.4	Z	2.8	Z	1.9	Z	1.6	Z	1.0	Z
4451	Grocery stores	1.3	Z	2.7	Z	3.3	Z	2.2	Z	1.9	Z	1.0	Z
4453	Beer, wine, and liquor stores	4.9	0.1	11.4	Z	5.2	Z	2.6	0.1	4.1	Z	4.9	Z
446	Health and personal care stores	13.6	0.2	8.2	Z	8.5	Z	13.1	Z	2.1	Z	3.2	Z
44611	Pharmacies and drug stores	19.8	0.2	14.1	Z	9.5	Z	S	S	1.9	Z	3.3	Z
447	Gasoline stations	2.1	Z	4.3	Z	5.7	Z	4.4	Z	1.7	Z	1.2	Z
448	Clothing and clothing accessories stores	1.8	Z	4.8	Z	2.2	Z	19.8	Z	1.4	Z	1.6	Z
4481	Clothing stores	1.8	Z	6.0	Z	2.7	Z	23.6	Z	1.6	Z	0.9	Z
44811	Men's clothing stores	S	S	S	S	6.9	Z	S	S	S	S	2.6	Z
44812	Women's clothing stores	1.8	Z	2.1	Z	1.4	Z	S	S	2.3	Z	2.1	Z
44814	Family clothing stores	1.7	Z	11.9	Z	4.4	Z	S	S	2.5	Z	2.7	Z
4482	Shoe stores	3.8	Z	6.0	Z	6.4	Z	28.5	Z	2.5	Z	3.3	Z
451	Sporting goods, hobby, book, and music stores	2.3	Z	S	S	5.1	Z	17.7	0.1	2.7	Z	1.4	Z
452	General merchandise stores	0.2	Z	0.2	Z	0.1	Z	S	S	0.4	Z	0.4	Z
4521	Department stores (excl. leased depts.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452111	Department stores (except discount department stores)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452112	Discount department stores	0.0	0.0	0.0	0.0	D	D	0.0	0.0	0.0	0.0	0.0	0.0
4529	Other general merchandise stores	0.3	Z	0.6	Z	0.7	Z	S	S	0.7	Z	0.6	Z
45291	Warehouse clubs and superstores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
45299	All other general merchandise stores	2.9	Z	S	S	1.6	Z	S	S	2.1	Z	2.1	Z
453	Miscellaneous store retailers	4.1	0.1	6.4	Z	7.3	Z	13.6	0.2	2.9	Z	2.9	Z
454	Nonstore retailers	3.6	0.1	S	S	S	S	14.3	0.5	1.4	Z	2.1	Z
4541	Electronic shopping and mail-order houses	2.2	Z	S	S	S	S	4.8	0.1	1.2	Z	1.1	Z

Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.

[Coefficients of variation (**cv**) and standard errors (**se**) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Surveys. Associated estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchases of other materials, parts, and supplies (not for resale)		Expensed purchases of software		Data processing and other purchased computer services		Commission expense		Purchased communication services		Purchased repairs and maintenance to machinery and equipment	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
72	Accommodation and food services, total	1.8	0.1	4.0	Z	5.3	Z	2.7	Z	1.5	Z	2.4	Z
721	Accommodation services	1.9	0.1	S	S	S	S	1.6	Z	1.8	Z	2.2	Z
722	Food services and drinking places	2.5	0.1	4.6	Z	11.0	Z	7.1	Z	1.9	Z	2.9	Z

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

Notes:

Associated estimates can be found in the Detailed Operating Expenses table linked at <http://www.census.gov/svsd/www/artstbl.html>

Preliminary data on associated 2007 employer sales are available from the Economic Census at <http://www.census.gov/econ/census07/>.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

**Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and
Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.**

[Coefficients of variation (**cv**) and standard errors (**se**) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Surveys. Associated estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity		Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
44-45	Retail Trade, total³	0.7	Z	1.8	Z	0.2	Z	0.3	Z	1.6	Z	0.7	Z
441	Motor vehicle and parts dealers	2.1	Z	3.9	Z	1.4	0.1	0.8	Z	4.5	Z	2.7	Z
4411	Automobile dealers	3.0	Z	4.8	Z	1.6	0.1	0.9	Z	1.9	Z	3.5	Z
4413	Automotive parts, accessories, and tire stores	6.8	0.1	8.3	Z	3.0	0.2	2.2	Z	12.7	0.1	5.4	Z
442	Furniture and home furnishings stores	1.3	Z	5.6	Z	1.3	0.2	1.2	Z	2.8	Z	2.6	Z
443	Electronics and appliance stores	1.7	Z	2.0	Z	1.9	0.2	1.2	Z	3.7	Z	2.8	Z
444	Building mat. and garden equip. and supplies dealers	1.8	Z	5.9	Z	1.4	0.1	0.8	Z	4.4	Z	1.4	Z
4441	Building material and supplies dealers	1.9	Z	4.7	Z	1.4	0.1	S	S	3.5	Z	S	S
445	Food and beverage stores	1.3	Z	2.1	Z	0.6	Z	0.5	Z	2.3	Z	1.6	Z
4451	Grocery stores	1.4	Z	1.7	Z	0.7	Z	0.5	Z	2.5	Z	1.8	Z
4453	Beer, wine, and liquor stores	5.0	Z	15.3	Z	2.3	0.3	3.3	0.1	4.6	Z	8.1	Z
446	Health and personal care stores	2.1	Z	2.6	Z	0.9	0.1	0.9	Z	15.8	Z	4.3	Z
44611	Pharmacies and drug stores	2.0	Z	2.2	Z	0.9	0.1	1.1	Z	22.0	Z	5.1	Z
447	Gasoline stations	2.9	Z	4.5	Z	1.7	0.2	1.0	Z	6.7	Z	1.7	Z
448	Clothing and clothing accessories stores	1.4	Z	7.0	Z	0.5	0.1	0.6	Z	2.6	Z	2.2	Z
4481	Clothing stores	1.2	Z	7.1	Z	0.7	0.1	0.8	Z	3.0	Z	1.2	Z
44811	Men's clothing stores	S	S	S	S	S	S	S	S	10.0	Z	S	S
44812	Women's clothing stores	1.8	Z	8.5	Z	0.8	0.1	0.7	Z	2.2	Z	1.4	Z
44814	Family clothing stores	2.2	Z	4.2	Z	1.5	0.1	1.4	Z	3.5	Z	2.0	Z
4482	Shoe stores	5.1	0.1	10.1	Z	3.0	0.5	2.2	Z	9.3	Z	7.0	Z
451	Sporting goods, hobby, book, and music stores	1.3	Z	5.6	Z	1.4	0.2	1.4	Z	3.5	Z	5.0	Z
452	General merchandise stores	0.6	Z	2.7	Z	0.4	Z	0.2	Z	0.3	Z	0.8	Z
4521	Department stores (excl. leased depts.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452111	Department stores (except discount department stores)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452112	Discount department stores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
4529	Other general merchandise stores	0.9	Z	5.1	Z	0.6	Z	0.4	Z	0.4	Z	1.1	Z
45291	Warehouse clubs and superstores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
45299	All other general merchandise stores	1.7	Z	19.2	0.1	2.0	0.2	1.4	0.1	1.6	Z	2.6	Z
453	Miscellaneous store retailers	2.4	Z	5.5	Z	2.0	0.2	2.0	Z	3.7	Z	6.4	Z
454	Nonstore retailers	2.5	Z	4.1	Z	1.4	Z	1.6	Z	7.1	Z	11.0	Z
4541	Electronic shopping and mail-order houses	3.1	Z	3.0	Z	1.9	0.1	1.7	Z	S	S	16.6	Z

Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.

[Coefficients of variation (**cv**) and standard errors (**se**) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Surveys. Associated estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchased repairs and maintenance to buildings, structures, and offices		Lease and rental payments for machinery and equipment		Lease and rental payments for buildings, offices, stores		Purchased electricity		Purchased fuels (except motor fuels)		Water, sewer, refuse removal, and other utility payments	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
72	Accommodation and food services, total	1.6	Z	3.8	Z	1.4	0.1	1.0	Z	1.3	Z	1.2	Z
721	Accommodation services	S	S	2.2	Z	2.7	0.1	S	S	S	S	S	S
722	Food services and drinking places	2.5	Z	6.0	Z	1.7	0.1	1.3	Z	1.9	Z	2.0	Z

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

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Z Estimate is less than 0.05

Notes:

Associated estimates can be found in the Detailed Operating Expenses table linked at <http://www.census.gov/svsd/www/artstbl.html>

Preliminary data on associated 2007 employer sales are available from the Economic Census at <http://www.census.gov/econ/census07/>.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.

[Coefficients of variation (**cv**) and standard errors (**se**) shown in percent and are based on data from the Business Expenses Supplement to the 2007 Annual Surveys. Associated estimates have been adjusted using preliminary results of the 2007 Economic Census]

NAICS code	Kind of business	Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services		Purchased professional and technical services		Depreciation and amortization charges		Taxes and license fees		Other operating expenses ²	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
44-45	Retail Trade, total³	1.0	Z	0.6	Z	0.8	Z	0.5	Z	0.7	Z	0.6	Z
441	Motor vehicle and parts dealers	2.6	Z	1.6	0.1	2.3	Z	1.6	Z	2.3	Z	2.0	0.2
4411	Automobile dealers	3.8	Z	1.7	0.1	1.9	Z	1.9	Z	2.9	0.1	2.6	0.2
4413	Automotive parts, accessories, and tire stores	7.2	0.1	3.1	0.1	10.0	0.2	4.2	0.1	4.3	0.1	4.2	0.4
442	Furniture and home furnishings stores	3.6	0.1	1.3	0.1	5.7	0.1	1.5	0.1	2.5	Z	1.9	0.2
443	Electronics and appliance stores	1.8	Z	1.0	0.1	1.4	0.1	2.3	0.1	1.9	Z	1.9	0.1
444	Building mat. and garden equip. and supplies dealers	6.2	0.1	2.1	0.1	3.5	Z	1.8	0.1	1.7	Z	1.7	0.2
4441	Building material and supplies dealers	6.4	0.1	1.8	0.1	3.6	Z	1.5	0.1	1.4	Z	1.3	0.1
445	Food and beverage stores	2.0	Z	1.3	Z	1.1	Z	0.7	Z	1.1	Z	1.2	0.1
4451	Grocery stores	2.4	Z	1.1	Z	1.1	Z	0.8	Z	1.1	Z	1.3	0.1
4453	Beer, wine, and liquor stores	3.5	0.1	11.4	0.3	3.0	0.1	3.6	0.2	7.0	0.2	S	S
446	Health and personal care stores	4.4	Z	1.8	0.1	3.9	0.1	2.4	0.1	4.8	0.1	3.0	0.2
44611	Pharmacies and drug stores	11.7	0.1	1.7	0.1	6.0	0.1	2.5	0.1	6.4	0.1	2.6	0.2
447	Gasoline stations	7.0	Z	1.8	Z	1.6	Z	1.0	0.1	1.4	Z	S	S
448	Clothing and clothing accessories stores	1.1	Z	1.1	0.1	1.4	Z	0.8	Z	1.5	Z	1.1	0.1
4481	Clothing stores	1.4	Z	0.9	0.1	1.6	Z	0.8	Z	1.3	Z	0.9	0.1
44811	Men's clothing stores	S	S	S	S	S	S	S	S	S	S	S	S
44812	Women's clothing stores	0.8	Z	1.7	0.1	1.8	Z	0.8	Z	2.1	Z	1.6	0.1
44814	Family clothing stores	2.0	Z	2.0	0.1	1.8	Z	1.2	0.1	1.3	Z	1.1	0.2
4482	Shoe stores	2.9	0.1	4.8	0.3	2.2	Z	3.1	0.2	S	S	3.1	0.3
451	Sporting goods, hobby, book, and music stores	3.0	0.1	1.7	0.1	4.0	0.1	1.2	0.1	2.9	0.1	S	S
452	General merchandise stores	0.1	Z	0.2	Z	0.2	Z	0.2	Z	0.5	Z	0.5	Z
4521	Department stores (excl. leased depts.)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
452111	Department stores (except discount department stores)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	D	D
452112	Discount department stores	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	D	D
4529	Other general merchandise stores	0.2	Z	0.6	Z	0.5	Z	0.4	Z	1.0	Z	0.8	Z
45291	Warehouse clubs and superstores	D	D	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
45299	All other general merchandise stores	D	D	2.4	0.1	1.2	Z	2.1	0.1	2.9	0.1	1.5	0.1
453	Miscellaneous store retailers	3.5	0.1	2.2	0.1	4.4	0.1	2.0	0.1	2.4	Z	S	S
454	Nonstore retailers	2.2	0.1	2.1	0.2	2.5	Z	1.9	0.1	2.1	Z	S	S
4541	Electronic shopping and mail-order houses	2.3	0.1	2.2	0.2	2.6	0.1	1.4	0.1	1.6	Z	S	S

Estimated Measures of Sampling Variability for Detailed Operating Expenses of U.S. Retail and Accommodations and Food Service Firms¹ by Kind of Business: 2007 -- cont.

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NAICS code	Kind of business	Purchased transportation, shipping and warehousing services		Purchased advertising and promotional services		Purchased professional and technical services		Depreciation and amortization charges		Taxes and license fees		Other operating expenses ²	
		Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total	Amount	Percent of total
		cv	se	cv	se	cv	se	cv	se	cv	se	cv	se
72	Accommodation and food services, total	5.0	Z	1.3	Z	2.6	0.1	1.1	Z	1.6	Z	S	S
721	Accommodation services	2.0	Z	1.7	0.1	1.6	Z	0.9	0.1	2.5	0.1	S	S
722	Food services and drinking places	6.8	Z	1.6	Z	4.3	0.1	2.0	0.1	3.0	0.1	2.2	0.3

¹ Estimates include data only for businesses with paid employees.

² Other operating expenses exclude purchase of merchandise for resale; bad debt; capitalized expenses; interest expense; and income, sales, and excise taxes.

³ Excludes Accommodation and Food Services

D Estimate in table is withheld to avoid disclosing data of individual companies; data are included in higher-level totals.

S Estimate does not meet publication standards because of high sampling variability (coefficient of variation is greater than 30%) or poor response quality (total quantity response rate is less than 50%). For a description of publication standards and the total quantity response rate, see http://www.census.gov/quality/S20-0_v1.0_Data_Release.pdf.

Z Estimate is less than 0.05

Notes:

Associated estimates can be found in the Detailed Operating Expenses table linked at <http://www.census.gov/svsd/www/artstbl.html>

Preliminary data on associated 2007 employer sales are available from the Economic Census at <http://www.census.gov/econ/census07/>.

Retail and food services total and other subsector totals may include data for kinds of business not shown. Estimates have not been adjusted for price changes. Additional information on confidentiality protection, sampling error, nonsampling error, sample design, and definitions can be found on the Internet at www.census.gov/svsd/www/artstbl.html.

Annual Retail Trade Survey Methodology

Overview

The Census Bureau introduced a new sample with the 2005 Annual Retail Trade Survey (ARTS). This new sample is designed to produce estimates based on the 2002 North American Industry Classification System (NAICS).

The U.S. Census Bureau conducts the Annual Retail Trade Survey (ARTS) to produce national estimates of total annual sales, e-commerce sales, end-of-year inventories, inventory-to-sales ratios, purchases, total operating expenses, inventories held outside the United States, gross margins, and end-of-year accounts receivable for retail businesses and annual sales and e-commerce sales for accommodation and food service firms located in the United States. Estimates are summarized by industry classification based on the North American Classification System (NAICS) and are released approximately 15 months after the reference year. Firms without paid employees, or nonemployers, are included in the estimates through imputation or administrative data provided by other federal agencies.

Sampling Frame

The sampling frame used for the ARTS has two types of sampling units: Employer Identification Numbers (EINs) and large, multiple-establishment firms. Both sampling units represent clusters of one or more establishments owned or controlled by the same firm. The information used to create these sampling units was extracted from data collected as part of the 2002 Economic Census and from establishment records contained on the Census Bureau's Business Register as updated to December 2004. The next few paragraphs give details about the Business Register; the distinction between firms, EINs, and establishments; and the construction of the sampling units. Though important, they are not essential to understanding the basic sample design and readers may continue to the Stratification, Sampling Rates, and Allocation section.

The Business Register is a multi-relational database that contains a record for each known establishment that is located in the United States or one of its territories and has paid employees. An establishment is a single physical location where business transactions take place and for which payroll and employment records are kept. Groups of one or more establishments under common ownership or control are firms. A single-unit firm owns or operates only one establishment. A multiunit firm owns or operates two or more establishments. The treatment of establishments on the Business Register differs according to whether the establishment is part of a single-unit or multiunit firm. In particular, the structure of an establishment's primary identifier on the Business Register differs depending on whether it is owned by a single-unit firm or by a multiunit firm.

A single-unit firm's primary identifier is its EIN. The Internal Revenue Service (IRS) issues the EIN, and the firm uses it as an identifier to report social security payments for its employees under the Federal Insurance Contributions Act (FICA). The same act requires all employer firms to use EINs. Each employer firm is associated with at least one EIN and only one firm can use a given EIN. Because a single-unit firm has only one establishment, there is a one-to-one

relationship between the firm and the EIN. Thus the firm, the EIN, and the establishment all reference the same physical location and all three terms can be used interchangeably and unambiguously when referring to a single-unit firm.

For multiunit firms however, a different structure connects the firm with its establishments via the EIN. Essentially a multiunit firm is associated with a cluster of one or more EINs and EINs are associated with one or more establishments. A multiunit firm consists of at least two establishments. Each firm is associated with at least one EIN and only one firm can use a given EIN. However, one multiunit firm may have several EINs. Similarly, there is a one-to-many relationship between EINs and establishments. Each EIN can be associated with many establishments but each establishment is associated with only one EIN. Because of the possibility of one-to-many relationships, we must distinguish between the firm, its EINs, and its establishments. The multiunit firm that owns or controls a particular establishment is identified on the Business Register by way of the establishment's primary identifier.

The primary identifier of an establishment owned by a multiunit firm consists of a unique combination of an alpha number and a plant number. The alpha number identifies the multiunit firm, and the plant number identifies a particular establishment within that firm. All establishments owned or controlled by the same multiunit firm have the same alpha number. Different multiunit firms have different alpha numbers, and different establishments within the same multiunit firm have different plant numbers. The Census Bureau assigns both the alpha number to the multiunit firm and plant numbers to the corresponding establishments based on the results of the quinquennial economic census and the annual Company Organization Survey.

To create the sampling frame, we extract the records for all employer establishments located in the United States and classified in the Retail Trade sector as defined by the 2002 NAICS. For these establishments we extract sales, payroll, employment, name and address information, as well as primary identifiers and, for establishments owned by multiunit firms, associated EINs. To create the sampling units for multiunit firms, we aggregate the economic data of the establishments owned by these firms to an EIN level by tabulating the establishment data for all retail establishments associated with the same EIN. Similarly, we aggregate the data to a multiunit firm level by tabulating the establishment data for all retail establishments associated with the same alpha number. No aggregation is necessary to put single-unit establishment information on an EIN basis or a firm basis. Thus, the sampling units created for single-unit firms simultaneously represent establishment, EIN, and firm information. In summary, the sampling frame is a complex amalgam of establishments, EINs, and firms.

Stratification, Sampling Rates, and Allocation

The primary stratification of the sampling frame is by industry group based on the detail required for publication. We further stratify the sampling units within industry group by a measure of size (substratify) related to their annual sales. Sampling units expected to have a large effect on the precision of the estimates are selected "with certainty." This means they are sure to be selected and will represent only themselves (i.e., have a selection probability of 1 and a sampling weight of 1). Within each industry stratum, we determine a substratum boundary (or cutoff) that divides the certainty units from the noncertainty units. We base these cutoffs on a statistical analysis of

data from the 2002 Economic Census. Accordingly, these values are on a 2002 sales basis. We also used this analysis to determine the number of size substrata for each industry stratum and to set preliminary sampling rates needed to achieve specified sampling variability constraints on sales estimates for different industry groups. The size substrata and sampling rates are later updated through analysis of the sampling frame.

Sample Selection

The first step in the sample selection identified firms selected with certainty. If a firm's annual sales or end-of-year inventories were greater than the corresponding certainty cutoff, that firm was selected into the ARTS sample with certainty.

All firms not selected with certainty were subjected to sampling on an EIN basis. If a firm had more than one EIN, we treated each of its EINs as a separate sampling unit. To be eligible for the initial sampling, an EIN had to have nonzero payroll in 2003. The EINs were stratified according to their major industry and their estimated sales (on a 2002 basis). Within each noncertainty stratum, a simple random sample of EINs was selected without replacement. The selected noncertainty EINs were divided into two approximately equal groups. One group is canvassed for both the monthly and the annual survey, the other group is canvassed for only the annual survey.

Sample Maintenance

Periodically, we update the samples to represent new EINs appearing on the Business Register. These new EINs, called births, are EINs recently assigned by the IRS on the latest available IRS mailing list for FICA taxpayers and assigned an industry classification (if possible) by the Social Security Administration (SSA).

EIN births are sampled on a quarterly basis using a two-phase selection procedure. To be eligible for selection, a birth must either have no industry classification or be classified in an industry within the scope of the ARTS, the Annual Wholesale Survey (AWTS), or the Service Annual Survey (SAS), and it must meet certain criteria regarding its number of paid employees or quarterly payroll. In the first phase, births are stratified by broad industry groups and a measure of size based on quarterly payroll. A relatively large sample is selected using equal probability systematic sampling. The selected births are canvassed to obtain a more reliable measure of size, consisting of sales in two recent months, company affiliation information, and a new or more detailed industry classification code. Births that have not returned their questionnaire after 30 days are contacted by telephone.

Using this more reliable information, the selected births from the first phase are subjected to probability proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial ARTS sample from the December 2004 Business Register. Because of the time it takes for a new employer firm to acquire an EIN from the IRS, and because of the time needed to accomplish the two-phase birth-selection procedure, births are added to the samples approximately nine months after they begin operation.

If a firm was selected with certainty and had more than one establishment at the time of sampling, any new establishments that the firm acquires, even if under new or different EINs, are included in the sample with certainty. However, if a single-unit firm was selected with certainty, only future establishments associated with that firm's originally-selected EIN are included in the sample with certainty; any new EINs that might later be associated with that firm are subjected to sampling through the quarterly birth-selection procedure.

Singleunit EINs selected into the sample with certainty are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, the firm that used the EIN is contacted, and if a successor EIN is found, it is added to the survey. For both inactive and reactivated EINs, data are tabulated for only the portion of the reference year that these EINs reported payroll to the IRS.

Births that are selected in the quarterly birth-selection procedure in November of the annual survey reference year are included in the initial mailing of the annual survey questionnaires in January of the following year. To better represent all EIN births in the reference year, and specifically to account for the lag between the time a business starts operation and the time it takes to acquire and EIN and identify and select the EIN into one of our surveys, we add births to the annual survey sample that are selected in February, May, and August of the year following the annual survey reference year. We mail annual survey forms to these births in June and August to supplement the initial annual survey mailings.

Estimation and Sampling Variance

Total estimates are computed using the Horvitz-Thompson estimator (i.e., as the sum of weighted data (reported or imputed) for all selected sampling units that meet the sample canvass and tabulation criteria). The weight for a given sampling unit is the reciprocal of its probability of selection into the ARTS sample. These estimates are input to a benchmarking procedure, as described below. Variances are estimated using the method of random groups and are used to determine if measured changes are statistically significant.

Benchmarking

Preliminary results of the 2007 Economic Census are now available and are used to benchmark the ARTS sales estimates. Prior to benchmarking to 2007 Economic Census results, two operations are performed:

- Historical corrections are made to current sample data back to 2004
- Sales estimates from the current sample are linked to the published census-adjusted estimates from the prior sample. For a given detailed industry based on the 2002 North American Industry Classification System (NAICS), the linking is performed by multiplying the sample-based sales estimate by a ratio. The numerator and denominator of the ratio are as follows:
 - The numerator is the 2004 published census-adjusted sales estimate for the industry from the prior sample.

- The denominator is the 2004 sales estimate for the industry from the current sample.

The resulting sales estimates (call these "modified" sales estimates) for 2002 through 2008 are input to the benchmarking program. Using this program, the modified sales estimates for 2002 through 2008 are revised in a manner that:

- Uses the 2002 and 2007 Economic Census sales totals as constraints.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 2003 through 2008.

Refer to the estimates output from the benchmarking operation as "benchmarked."

A method similar to the one for benchmarking sales is used to benchmark end-of-year inventories and purchases estimates. First, the sales ratio described above is applied to the sample-based inventories and purchases estimates for each detailed industry for 2004 and subsequent years, resulting in adjusted estimates for these years. Then, the published adjusted estimates for 1998 through 2004 from the prior sample are input to the benchmarking program. Using this program, the estimates for 1999 through 2004 are revised in a manner that:

- Uses the published adjusted estimate for 1998 from the prior sample as a constraint, resulting in no revision to the published 1998 estimate.
- Uses the adjusted estimate for 2004 from the current sample as a constraint.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 1999 through 2004.

The resulting modified inventories and purchases estimates for 1997 through 2008 are input to the benchmarking program. Using this program, the modified estimates for 1997 through 2008 are revised in a manner that:

- Uses 1997, 2002, and 2007 constraints for inventories and purchases, where the constraints are calculated by multiplying the modified inventories and purchases estimates just calculated by the ratio of the benchmarked-to-modified sales.
- Minimizes the sum of squared differences between the year-to-year changes of the input and revised estimates for 1998 through 2008.

Benchmarked total expenses estimates for 2006 and subsequent years for a detailed industry are calculated by multiplying the Horvitz-Thompson estimates of total expenses by the ratio of the benchmarked-to-modified sales estimates for the corresponding year. Benchmark estimates of detailed expense items for 2007 are calculated by multiplying the previously published detailed-to-total expense percentages by the benchmarked total expense estimate for 2007. Benchmark foreign inventories estimates for 2005 and subsequent years are calculated by multiplying the Horvitz-Thompson estimates of foreign inventories by the ratio of the benchmarked-to-modified total inventories estimates for the corresponding year.

Benchmarked e-commerce estimates are produced in a manner similar to that used for inventories and purchases, except 1998 is used as a constraint because e-commerce was not collected prior to 1998.

For the Electronic Shopping and Mail Order Houses industry group (NAICS 4541), modified merchandise lines sales estimates for 1999 and subsequent years are obtained using methodology similar to that used for inventories and purchases. Benchmarked merchandise lines sales are calculated by multiplying the modified estimates of merchandise lines sales by the ratio of the benchmarked-to-modified sales estimates for the corresponding year. Benchmarked merchandise lines e-commerce estimates are created using the same method, but the ratio of the benchmarked-to-modified estimates is based on e-commerce instead of sales.

Benchmarked estimates at aggregate industry levels are computed by summing the benchmarked estimates for the appropriate detailed industries comprising the aggregate.

Reliability of the Estimates

The published estimates may differ from the actual, but unknown, population values. For a particular estimate, statisticians define this difference as the total error of the estimate. When describing the accuracy of survey results, it is convenient to discuss total error as the sum of sampling error and nonsampling error. Sampling error is the error arising from the use of a sample, rather than a census, to estimate population values. Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. The sampling error of an estimate can usually be estimated from the sample; whereas, the nonsampling error of an estimate is difficult to measure and can rarely be estimated. Consequently, the actual error in an estimate exceeds the error that can be estimated. Further descriptions of sampling error and nonsampling error are provided in the following sections. Data users should take into account the estimates of sampling error and the potential effects of nonsampling error when using the published estimates.

Sampling Error

Because the estimates are based on a sample, exact agreement with results that would be obtained from a complete enumeration of firms on the sampling frame using the same enumeration procedures is not expected. However, because each firm on the sampling frame has a known probability of being selected into the sample, it is possible to estimate the sampling variability of the survey estimates.

The particular sample used in this survey is one of a large number of samples of the same size that could have been selected using the same design. If all possible samples had been surveyed under the same conditions, an estimate of a population parameter of interest could have been obtained from each sample. For the parameter of interest, estimates derived from the different samples would, in general, differ from each other. Common measures of the variability among these estimates are the sampling variance, the standard error, and the coefficient of variation (CV). The sampling variance is defined as the squared difference, averaged over all possible samples of the same size and design, between the estimator and its average value. The standard

error is the square root of the sampling variance. The CV expresses the standard error as a percentage of the estimate to which it refers. For example, an estimate of 200 units that has an estimated standard error of 10 units has an estimated CV of 5 percent. The sampling variance, standard error, and CV of an estimate can be estimated from the selected sample because the sample was selected using probability sampling. Note that measures of sampling variability, such as the standard error and CV, are estimated from the sample and are also subject to sampling variability. (Technically, we should refer to the estimated standard error or the estimated CV of an estimator. However, for the sake of brevity we have omitted this detail.) It is important to note that the standard error and CV only measure sampling variability. They do not measure any systematic biases in the estimates.

The Census Bureau recommends that individuals using published estimates incorporate this information into their analyses, as sampling error could affect the conclusions drawn from these estimates.

The estimate from a particular sample and its associated standard error can be used to construct a confidence interval. A confidence interval is a range about a given estimator that has a specified probability of containing the average of the estimates for the parameter derived from all possible samples of the same size and design. Associated with each interval is a percentage of confidence, which is interpreted as follows. If, for each possible sample, an estimate of a population parameter and its approximate standard error were obtained and using a t-statistic with 15 (16 random groups - 1) degrees of freedom, then:

1. For approximately 90 percent of the possible samples, the interval from 1.75 standard errors below to 1.75 standard errors above the estimate would include the average of the estimates derived from all possible samples of the same size and design.
2. For approximately 95 percent of the possible samples, the interval from 2.13 standard errors below to 2.13 standard errors above the estimate would include the average of the estimates derived from all possible samples of the same size and design.

To illustrate the computation of a confidence interval for an estimate of total sales, assume that an estimate of total sales is \$10,750 million and the CV for this estimate is 1.8 percent, or 0.018. First obtain the standard error of the estimate by multiplying the total sales estimate by its CV. For this example, multiply \$10,750 million by 0.018. This yields a standard error of \$193.5 million. The upper and lower bounds of the 90-percent confidence interval are computed as \$10,750 million plus or minus 1.75 times \$193.5 million. Consequently, the 90-percent confidence interval is \$10,411 million to \$11,089 million. If corresponding confidence intervals were constructed for all possible samples of the same size and design, approximately 9 out of 10 (90 percent) of these intervals would contain the average of the estimates derived from all possible samples.

Nonsampling Error

Nonsampling error encompasses all other factors, other than sampling error, that contribute to the total error of a sample survey estimate and may also occur in censuses. It is often helpful to think of nonsampling error as arising from deficiencies or mistakes in the survey process.

Nonsampling errors are difficult to measure and can be attributed to many sources: the inclusion of erroneous units in the survey (overcoverage), the exclusion of eligible units from the survey (undercoverage), nonresponse, misreporting, mistakes in recording and coding responses, misinterpretation of questions, and other errors of collection, response, coverage, or processing. Although nonsampling error is not measured directly, the Census Bureau employs quality control procedures throughout the process to minimize this type of error.

A potential source of bias in the estimates is nonresponse. Nonresponse is defined as the inability to obtain all the intended measurements or responses about all selected units. Two types of nonresponse are often distinguished. Unit nonresponse is used to describe the inability to obtain any of the substantive measurements about a sampled unit. In most cases of unit nonresponse, the questionnaire was never returned to the Census Bureau after several attempts to elicit a response. Item nonresponse occurs either when a question is unanswered or the response to the question fails computer or analyst edits.

For both unit and item nonresponse, a missing value is replaced by a predicted value obtained from an appropriate model for nonresponse. This procedure is called imputation and uses survey data and administrative data as input. In any given year, imputed data amounts to less than 10 percent of the total sales and end-of-year inventory estimates.

Estimates with a coefficient of variation greater than 30 percent or with a total quantity response rate less than 50 percent have been suppressed from publication. These estimates have been replaced with an "S" in the published table. For a description of Census Bureau publication standards and the total quantity response rate, see the Census Bureau's [Quality Requirements for Releasing Data Products](#) [PDF, 1.14MB].